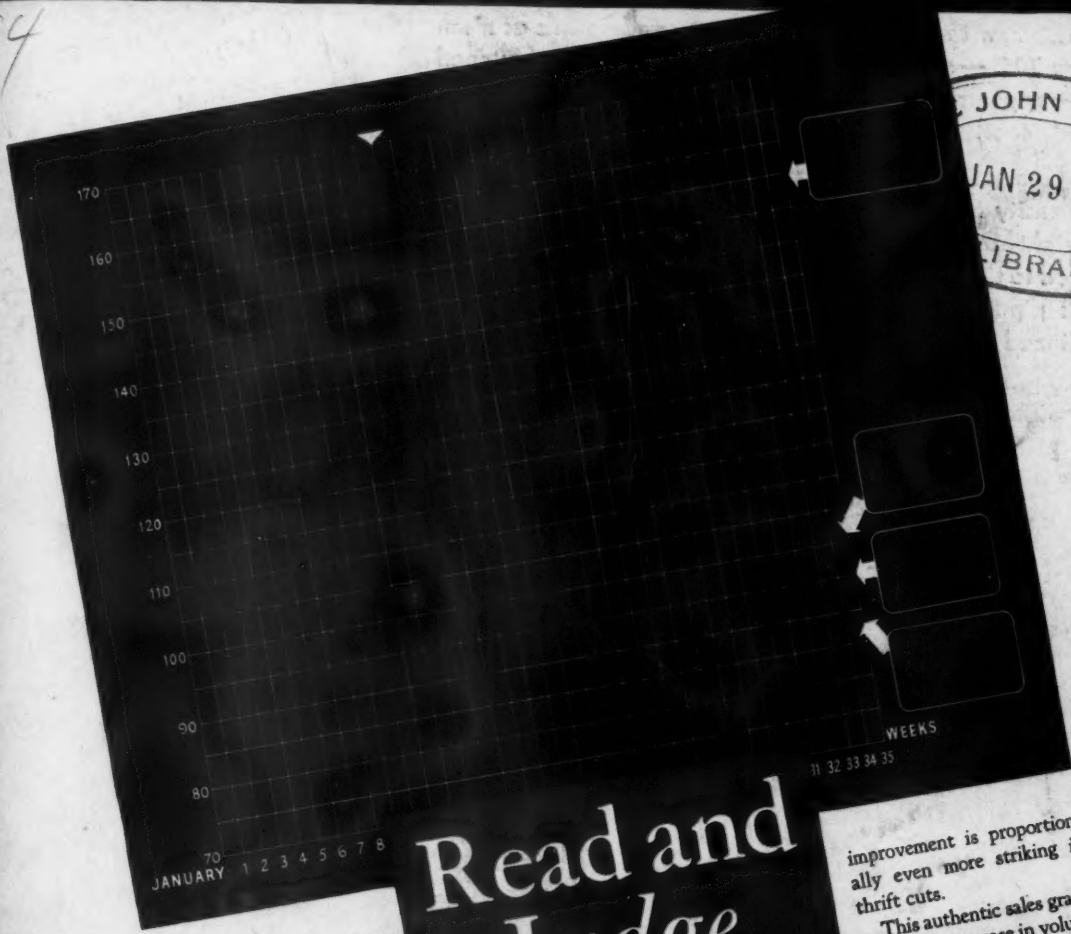


THE NATIONAL Provisioner

Meat Packing and Allied Industries

JANUARY 27, 1940

664



Read and Judge

The most significant fact about this graph is not merely the actual increase in tonnage. Even more important is the time. For the sales curve swiftly rose when Tenderay was announced, in April, and kept at its high level right through late spring and summer, when beef consumption normally goes down.

It's perfectly simple to account for this. Grade for grade and cut for cut, the revolutionary new Tenderay process makes beef more tender, juicier, tastier and more palatable. And if it makes fine steaks better, the

improvement is proportionally even more striking in thrift cuts.

This authentic sales graph shows the increase in volume enjoyed by one company. The process is patented but the graph is not! Progressive

packers everywhere can just as easily increase their beef sales, because Tenderay will make more retailers buy their beef—Tenderay will bring more customers to their stores. Complete details have been published in the Tenderay book, of vital interest to every packing company executive. We suggest that you write for your copy now.

Manager of Special Products Department
Westinghouse Electric & Manufacturing Company
Bloomfield, New Jersey

TENDERAY

U. S. PAT. No. 2,169,081

CUTS YOUR SMOKING COST

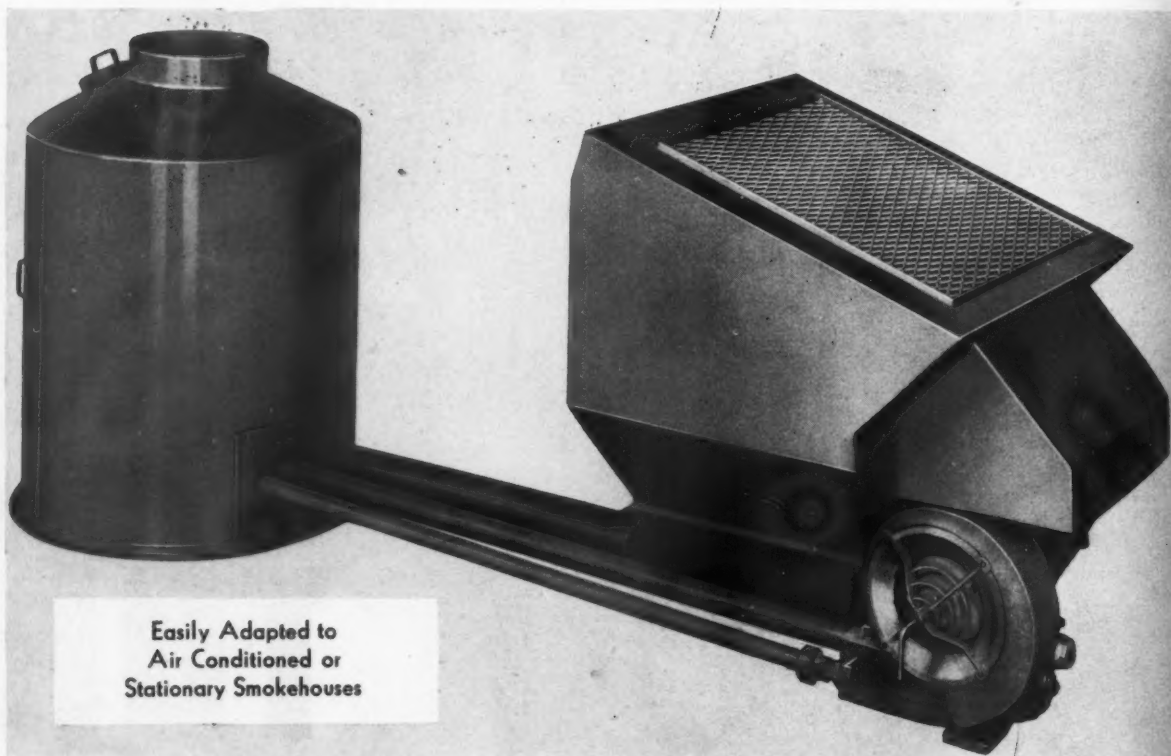
NEW BUFFALO SMOKEMASTER

This new smoke generator reduces sawdust bills as much as 70%—no gas is required. Smoking time is shortened—appearance of products improved since the dense, humid, cool, smoke clings and penetrates the meat faster.

Automatic operation saves labor. Smoke volume and density is completely and easily controlled. The six to eight hours' supply of dampened sawdust is automatically fed to the burner. Filtered smoke, free of soot and flyash, is piped to as many as four stationary or air conditioned smokehouses.

Write for a circular and have a "BUFFALO" representative explain the large savings this efficient, dependable machine offers.

A FEW PROMINENT USERS
GIRARD PACKING CO.
Philadelphia
COAST PACKING CO.
Los Angeles
CHAS. HOLLENBACH, INC.
Chicago
COLONIAL PROV. CO.
Boston
A. F. SCHWAHN & SONS CO.
Eau Claire
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DANAHEY PACKING CO.
Buffalo
GEO. KERN & SON, INC.
New York
RICHARD SCHNIBBE, INC.
Brooklyn
FIGGE & HUTWELKER CO.
New York
BOAR'S HEAD PROV. CO., INC.
Brooklyn



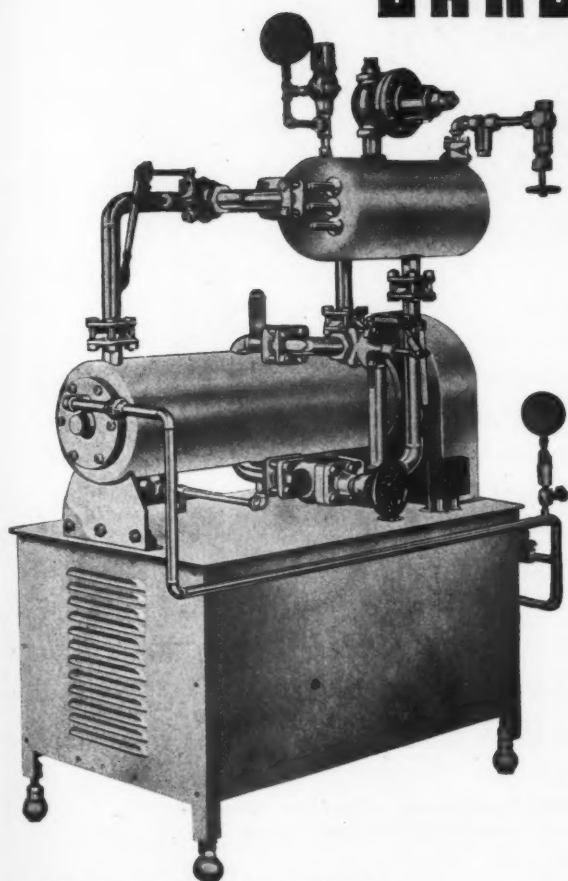
Easily Adapted to
Air Conditioned or
Stationary Smokehouses

JOHN E. SMITH'S SONS COMPANY 50 BROADWAY • BUFFALO, N. Y.
Chicago • Boston • Los Angeles • Dallas • Brooklyn

Interested in

MODERN

LARD PRODUCTION?



Above: The Junior Votator, requiring only about 20 square feet of floor space, has a capacity of from 3000 to 4000 pounds of lard per hour. Uses only 10 H. P. motor, and requires far less refrigeration than any other chilling system.

More and more packers are becoming convinced that their lard operations can be made *more profitable*—are ceasing to treat lard as an unwanted step-child.

The first step in the right direction is to make better lard. The second is to use *modern production methods*.

The Votator turns out lard that is definitely and recognizably better. It provides complete control in a closed system. It saves refrigeration and takes less than half the floor space required by old-fashioned chill-roll equipment.

The Votator is the *really* modern way to produce highest quality lard. We'd welcome an opportunity to give you *all* the details. Address:

VOGT PROCESSES

A Division of the Girdler Corporation, Incorporated
Louisville, Kentucky

The JUNIOR

VOTATOR

***A Continuous, Controlled, Closed-System
Method for Production of Highest-Quality
Lard and Vegetable Shortening***

In Weeks to Come

ACTIVITIES at the Canners' convention, particularly those dealing with meat canning, will be featured in next week's Provisioner. Later issues will contain articles on the meat plant laundry, packer merchandising, the sausage campaign, employ uniforms, safety and operating developments. Packers will also find it helpful to keep up on news of meat exports, FSCC meat purchases, and provision and livestock markets.



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Associated Business Papers**

Official Organ Institute of American Meat Packers

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Daily Market Service

(Mail and Wire)

Editors

E. T. Nolan C. H. Bowman

The National Provisioner Daily Market Service reports daily market transactions and prices on provisions, lard, tallow and greases, sausage materials, hides, cottonseed oil, Chicago hog markets, etc.

For information on rates and service address The National Provisioner Daily Market Service, 407 So. Dearborn st., Chicago.

THE NATIONAL PROVISIONER

The Magazine of the Meat Packing and Allied Industries

Volume 102

JANUARY 27, 1940

Number 4

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MOGG
says
"BOSS"
SILENT
MEAT
CUTTER
is worth a
"MILLION"

Furnished in
capacities of
100, 200, 375,
600 and 750 lbs.

When a successful sausage maker like Karl Mogg, Inc. voluntarily expresses himself so enthusiastically and backs up every claim we make for our "BOSS" Silent Cutter, we need do no more than ask you

Why not avail yourself of the advantages this outstanding machine offers?

Consider this favorably right now lest you, too, will regret not having installed the machine "long, long ago."

It's a "BOSS" and therefore assures
BEST OF SATISFACTORY SERVICE



KARL F. MOGG
Wholesale Packing House Products
YOUNGSTOWN, OHIO

January 3, 1940

The Cincinnati Butchers' Supply Co.
Cincinnati, Ohio

Gentlemen:

It may be of interest to you to know that we have used our Boss Silent Cutter for only a period of four weeks but we are really happy to say that a million would not buy it, if we knew we could not replace it. We are certainly pleased with it; our only regret is we didn't buy it long, long ago. You have a wonderful machine. We certainly wish you luck and recommend it to anyone in need of the best silent cutter on the market.

Sincerely Yours,

Karl F. Mogg



The Cincinnati Butchers' Supply Company

824 Exchange Ave., U. S. Yards,
Chicago, Ill.

Mrs. "BOSS" Machines for Killing,
Sausage Making, Rendering

FACTORY:
1972-2008 Central Ave.
Cincinnati, Ohio

GENERAL OFFICE: 2145 General Parkway, Cincinnati, Ohio

PRESKO PICKLING SALT

THE FAST CURE FOR EVERY PURPOSE

Because it's Mild

THE PRESERVALINE MANUFACTURING CO., BROOKLYN, N. Y.

2 NEW "HONOR ROLL" PAPERS ENTHUSIASTICALLY ADOPTED BY PACKERS!



With pardonable pride, we record in our 40-year-old Book of Achievement, two new papers . . . destined, we believe . . . to aid packers even more than preceding H. P. S. papers which brought their enthusiastic acclaim—and endorsement through the years.

STA-TUF
THE WET STRENGTH PAPER

Introduced a little over two years ago, this sheet already enjoys nation-wide demand. In it are combined two qualities long sought by packers in a single sheet: it retains its strength indefinitely, even though constantly moist; and it is absorbent. Many packers have proven to their own satisfaction that it actually costs them less to wrap fresh pork and other products with Sta-Tuf than with ordinary papers.

H. P. S. Packers Oiled White

An entirely new sheet . . . with far greater strength . . . keeps the meat surface really dry . . . strips off clean . . . combines the best qualities of both H. P. S. Packers Oiled Manila and White Oiled Loin Paper.

Why not drop us a line today and ask us to send you samples of either—or both—papers? We promise you'll be surprised and gratified with their performance.



H. P. SMITH PAPER CO.

1129 West 37th Street

Chicago

ARMOUR'S SHEEP CASINGS

**Give your Pork Sausage
these 3 Big Advantages!**



1 Close grading for size assures complete uniformity!

2 Rigid inspection insures you against breakage!

3 Careful selection gives your sausage tender eating qualities!

Armour's selected sheep casings are available
in all sizes to fit your pork sausage requirements.

Call your Armour Branch House today!

ARMOUR and COMPANY

Chicago, Illinois

on the biggest pork sausage promotion in history.

Complete details of the program, samples of the advertising material, and explanations as to how it will be used are outlined fully in a portfolio being forwarded to members of the Institute. The portfolio is designed to aid sales managers to pass on to their salesmen the importance of the campaign and to show them how the promotion will aid them in increasing their sales of pork sausage links and liver sausage during the promotion period.

Opportunely Timed

Unlimited opportunities exist for individual meat packing companies handling pork sausage and liver sausage to build their sales and profits by cooperating in this campaign.

The campaign has been arranged at a most opportune time for the industry. The largest hog supply since 1933 is in prospect and, according to government reports, pork production during 1940 will be even greater than during 1939. With this large supply of pork in prospect a unified industry promotional program should be extremely helpful in moving quality pork sausage during a period when it will be exceptionally plentiful.

Regional meetings of the Institute have been held in various parts of the country to acquaint member companies with the details of the campaign and show how they can capitalize on it. During the past week meetings were held in Cincinnati, New York, and Cleveland, and there will be another meeting in St. Louis on February 1. A meeting also will be held in Chicago on February 2. Earlier meetings were conducted on the West coast.

National Selling Aid

When the biggest pork sausage ad ever brought to the attention of millions of consumers is printed in *Life* magazine on February 26, salesmen will be provided with one of the most forceful selling aids in the history of pork sausage consumer advertising. The advertisement, reproduced in black and white on page 9, will show small links, large links, and cocktail-size links.

An array of beautiful color photos will feature familiar old recipes and new recipes built around sausage links. Consumers and retail dealers will be made pork sausage conscious. The advertisement will create a desire on the part of the housewife to buy pork sausage, and a large, illustrated, colorful poster to be displayed in thousands of shops throughout the country will urge her further to purchase pork sausage links at the point of sale.

The promotion in *Life* magazine will continue through March with another striking, color ad selling menus revolving around pork sausage links. The product will be featured for breakfast, luncheon, dinner, and midnight snacks.

Individual campaigns are now being planned by meat packing companies to tie in with the nationwide advertising

Other Articles on Sausage Campaign

OTHER features on the Institute sausage campaign, particularly dealing with pork sausage activities, will be found on:

Page 15.—Pointers for the packer salesmen who want to cooperate in the drive and sell more pork sausage.

Page 17.—Suggestions for the production department. Quality pork sausage sells best and brings in the repeat orders.

Page 27.—The Institute outlines its campaign for the meat industry.

program. Preparations are being made to promote pork sausage links during the last part of February and during March, and also to round out a program to tie in with the liver sausage promotion which will be staged during April and May.

As colorful, as lively, as stimulating, and as important as the pork sausage link promotion which precedes it, the liver sausage campaign will take place during early spring weeks. Another double page ad in *Life* magazine—again in full color—will announce to the magazine's 20 million readers the many reasons why liver sausage should be included more prominently in the menu.

This ad will be followed by still another color advertisement on liver sausage. Enormous opportunities exist for the individual meat packing and sausage manufacturing company to cash in on the increasing interest in liver sausage which these advertisements are bound to inspire.

As in the pork sausage link campaign, the advertisements will be supplemented by striking display posters, newspaper cuts, and selling ideas for distribution to housewives throughout the country. In addition to this advertising, the Institute will conduct a program of publicity reaching both consumer and retailer. News about sausage is expected to reach the food pages of local newspapers from coast to coast. The entire promotion is designed to place quality sausage on a new plane in the minds of American housewives.

STREAM POLLUTION BILL

A bill which would prohibit pollution of navigable waters as a federal offense has been introduced in Congress by representative K. E. Mundt. The proposal (HR 7971) is similar to other restrictive measures which have been rejected by Congress in recent years. Another stream pollution bill, which provides for federal-state cooperation, pollution surveys, and grants in aid for elimination of pollution, but which contains no penalties or prohibitions, was passed by the Senate last session and may come before the House in February.

Canada's Bacon Board Now Controls Exports

(Special to THE NATIONAL PROVISIONER)

MONTREAL.—More than a 50 per cent increase in Canadian bacon shipments to Britain from the outbreak of war to January 6 is shown in figures released by the Canadian bacon board. In that four-month period, movement of bacon to the United Kingdom totaled 97,814,000 lbs. compared with 60,263,000 lbs. in the like period a year ago. "This," the board comments, "clearly reflects a substantial upturn in hog production and is definite proof of our ability to supply all the bacon that Britain may require of us."

At a meeting in Ottawa between the board and the advisory committee in the Agriculture Department, it was agreed that exports of bacon would be maintained at a volume above the minimum of 5,600,000 lbs. weekly required by the arrangement with the U. K., if acceptable to the British Food Ministry, but it was stipulated that the board would arrange a program with packers so that the board would be able to fulfill its contract to maintain level shipments throughout the period of short marketings of hogs. The board has been acting in a regulating capacity but now takes over actual control of export business to the United Kingdom.

Store 500,000 Lbs. Weekly

Close check will be made, by packing plants across Canada, of the actual cost of all hogs purchased each week in relation to the price paid by the board for bacon. These comparisons will enable the board to determine whether hog prices are in line and will represent a basis for such action in regard to hog prices as may be found advisable.

Temporary policy in regard to storage has been decided upon, and the board has instructed exporting packers to put away, until further notice, a weekly total of 500,000 lbs. Since fairly substantial hog runs are expected, it was considered advisable to accumulate only moderate supplies at present.

The board will pay packers approximately an average of \$17.29 per 100 lbs. for Wiltshire sides delivered to the seaboard for shipment to the United Kingdom under the agreement with the British Ministry of Food. The British Ministry pays \$18.01 cents per 100 lbs. so the board will have roughly 72c per 100 lbs. with which to accumulate a fund to use to advance the price of bacon and hogs to producers later on and to pay storage costs on bacon supplies held to augment the short run of hogs in midsummer.

In fixing the prices according to grade the board has given the best prices for Wiltshire sides ranging from 55 to 65 lbs., which means live pigs weighing from 195 to 200 lbs. Sides over and under these weights bring slightly lower prices.

(Continued on page 24.)

Many Agencies Working to Increase Pork Consumption

MANY varied agencies are now joining in or initiating promotion and advertising to stimulate pork and lard consumption during 1940—effort which is intended to meet the situation resulting from the sharp increase in hog supplies.

The latest campaign to be announced is that of the National Association of Food Chains, which, in response to a request from various agricultural interests, has set aside two special periods for a National Economy Pork Sale—A Producer-Consumer campaign. The first period will run from February 1 to February 10. The second period will be from February 29 to March 9.

Cooperating with the chains are the National Live Stock and Meat Board, the Institute of American Meat Packers, producer organizations, college of agriculture leaders, state marketing officials, extension workers and other leaders in the livestock and meat industry.

The plan is to feature and push all pork cuts and pork products during the periods mentioned, in an effort to stimulate consumption. It is pointed out that the pork price is right and quality excellent for merchandising effort and greater consumption. Suggestions for pork store displays, newspaper ads, posters and streamers are being distributed to the chains by the association.

Efforts of Meat Board

The National Live Stock and Meat Board has also intensified its pork promotion and educational work since the first of the year and will continue to do so until May 1, covering the period of heavy hog marketings. Point-of-sale material on pork and lard is being distributed throughout the country and retail outlets are being furnished with sales suggestions and menu, recipe and pork buying information to pass on to housewives.

News material about pork is being released to newspapers and 17,000 home economists are being reached with information on pork cookery, pork's nutritive value and its uses. Radio stations are being supplied with similar facts.

"All About Pork For Your Menu" is a circular just made available by the Board for distribution through cooking schools, retailers and packers. It is directed at the consumer and tells her briefly of the value of pork and lard in the diet and of modern ways to cook pork. It shows how to carve pork loin and whole ham and gives a number of recipes. Ten good reasons for using lard are repeated, as well as pie and cake recipes using lard. The folders are printed in color and may be purchased by packers for distribution at \$5.90 per thousand.

Every home economist in the United

States will receive a copy of the folder, as will all public utility cooking school directors, retail meat and food dealers' associations and food chains.

Pork will also receive merchandising aid through the sausage advertising and promotion campaign which has just been inaugurated by the Institute of American Meat Packers (see pages 9 and 10).

The Institute has just published a consumer leaflet dealing with use of lard in making pies (see THE NATIONAL PROVISIONER of January 20) and is preparing a similar folder on quality quick breads.

BOOST LARD ON CARTONS

Lard cartons, particularly the inside of the top, provide excellent space for advertising lard, the Department of Advertising of the Institute of American Meat Packers points out. In many cases packers now leave the inside of the lard carton cover blank.

The U. S. Bureau of Animal Industry has advised the Institute that it, so far as federally inspected packers are concerned, would have no objection to cartons and labels showing actual quotations from the Department of Agriculture publications on use of lard.

Also, the B. A. I. would have no objections to non-federally inspected packers using similar statements on cartons and labels. In the latter case it is understood that the words "United States Department of Agriculture" shall not be used in any way to simulate the federal meat inspection legend, but merely to indicate the source of the quotation.

Among quotations from Department of Agriculture publications which might be used on lard cartons are the following:

"Grandmother used lard to make her tender, flaky pie-crust and biscuits and her choice is still right."—U. S. Department of Agriculture.

"There is no better or cheaper shortening for pie-crust than lard."—U. S. Department of Agriculture.

"... Many are the foods in which we use lard for shortening—biscuits, muffins, griddle cakes, coffee cake, any of the yeast breads. Lard is a good shortening for gingerbread, too, and every kind of cake or cookie requiring fat, especially those made with brown sugar, spices, or chocolate. No other fat is as economical as lard for pastry."—U. S. Department of Agriculture.

"Lard is pure fat, and when you add it to other foods, it increases their energy value."—U. S. Department of Agriculture.

NO FOOD PROFITEERING

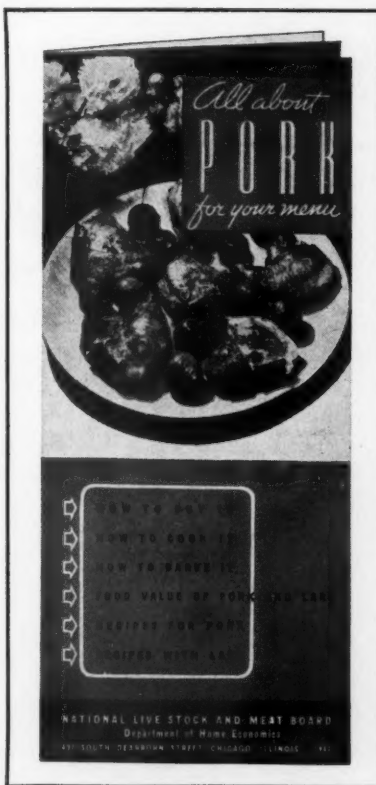
A report by the U. S. Bureau of Agricultural Economics that there is "no statistical evidence" of food profiteering since the outbreak of the war in Europe was received by the Agricultural Advisory Council and Secretary of Agriculture Henry A. Wallace at a recent meeting in Washington. The report showed that the margin between farm and retail prices is actually less than it was before the war began. Both farm and retail food prices have declined since the "war bulge" of September.

A second report received by the council, which treated longer-range aspects, pointed out that by comparison with 1929 levels, food prices are relatively low in relation to prices of other goods which go to make up the average consumer's cost of living.

Among the members of the council are Thomas E. Wilson, chairman of the board of Wilson & Co.; Edward A. O'Neal, president, American Farm Bureau Federation, and Van A. Bittner, chairman, Packinghouse Workers Organizing Committee.

WILSON DECLARES DIVIDEND

Directors of Wilson & Co. have declared a dividend of \$1.50 per share on the company's \$6 preferred stock, payable on March 1 to shareholders of record February 15. The payment will apply on arrears accumulated from August 1, 1938, to October 31, 1938.



B. A. I. Studies Freezing as Factor in Meat Tenderness

QUANTITY and palatability of meat have such an important bearing on profitable production of meat animals, and on the processing and distribution of meat, that extensive studies are being made to find what controls or creates these desirable factors. When they are determined they may be developed more extensively.



J. R. MOHLER

Further results of study along this line, made by the Bureau of Animal Industry, U. S. Department of Agriculture, during the fiscal year ended June 30, 1939, are reported by Dr. John R. Mohler, chief of the bureau, in his annual report. This research was only a part of that carried on by the Bureau during the year in its livestock and meat service.

Among the results obtained was confirmation of previous findings that proportion and distribution of fat and proportion of muscle tissue, as well as tenderness of meat, are affected by genetic factors. In studies over a period of years it has been found that the progeny of one sire will produce more tender meat than the progeny of another.

Effects of Different Feeds

Effects of grass and grain feeding on quantity and quality of beef were compared in tests with 3-year-old Hereford steers, fed approximately to the same degree of finish on bluegrass alone, and on corn with cottonseed meal and mixed hay. The animals were fed from an initial weight of 900 lbs. to approximately 1,300 lbs. each over a period of 168 days.

A comparison of the two groups showed no appreciable difference in dressing percentage and no difference in grade of carcasses. There was a similar percentage of edible meat in the carcasses. Little difference was observed in palatability factors of the meat, after either 10 or 50 days of storage at approximately 34 degs. F. Fat of the grass-fed animals was slightly yellower and contained much more carotene, the chief source of vitamin A, than did the fat of the grain-fed cattle.

Other research by the Bureau was designed to establish more exactly the characteristics of the different official grades of cattle and beef. Accumulated data on 87 Shorthorn steers were summarized. Tentative mean values were

determined for a number of important factors for choice, good and medium grades of beef.

Effect of freezing on the tenderness of beef was studied. Freezing was done at temperatures of 20 degs. above zero F., at 10 degs. below, and at 40 degs. below. This frozen beef was compared with beef held at a temperature of 34 degs. F., with time of storage not involved. Twelve per cent less force was required to shear samples frozen at 20 degs. than those not frozen, and 18 per cent less was needed to shear samples frozen at 10 degs. below and 40 degs. below than the unfrozen samples.

Freezing and Tenderness

No significant difference was found between the samples frozen at the two lowest temperatures. In all cases the freezing was done in air without forced circulation.

Storage of frozen lamb ribs was studied. It was found that cuts frozen and stored at zero F. were satisfactory after 168 days, but that there was a definite decrease in desirability when cuts were held for 280 days.

"These results indicate," the report states, "that the turning point with such cuts frozen and stored at zero is at some stage between approximately six and nine months' storage. Until more definite information is obtained, it would seem best not to store longer than six months at zero if the most palatable meat is a primary objective."

In pork loins frozen at zero F. and

then stored for 282 days, some being held at zero and some at 18 degs. above, it was found that the free fat acid content of the fat of the lean tissue increased more rapidly than that of the fat tissue. Free fat acid content of the lean was much greater in the loins stored at 18 degs. than in those stored at zero.

Data on approximately 1,500 hogs were studied to determine the relationships between carcass measurements, on the one hand, and the quantities of fat, lean and total edible meat, yields of cuts, and other factors, on the other hand. The animals varied widely in weight, breeding, and type.

Hog and Pork Studies

It was found that average thickness of back fat was the factor most closely related to percentages of ham, bacon, loin and cutting fat, based on carcass weight. Percentage of cutting fat was most closely related to average thickness of back fat. Weight of carcass per unit of length was one of the most consistent indices of yield for the four cuts mentioned.

In studies on the strains of Danish Landrace hogs owned by the Bureau, in comparison with Poland Chinas and Duroc Jerseys, it was found that the length of the lean streak in the cross-section cut of bacon was greatest in the Landrace hogs. The Landrace were found to have heavier, thicker muscles than the strains of the two American breeds.

Experiments in Curing

Studies were made on curing and storing hams in conjunction with the Maryland Agricultural Experiment Station. Hams weighing approximately 15 lbs. each were dry-cured two days to the pound and comparable hams were brine-cured three days to the pound. The dry cure consisted of 8 lbs. common salt, 2 lbs. sugar and 2 oz. saltpeter per 100 lbs. of meat. The brine cure had a salometer strength of 73 degs.

During a storage period of 20 weeks, hams cured in both ways, and stored rapidly and contained a more even salt at 107 degs. F., lost moisture more rapidly and contained a more even salt distribution throughout the muscle meat than similarly treated hams stored at 55 degs.

"The hams stored at the higher temperature had a much more pronounced aroma, deeper red color of lean, and an oily, translucent fat," the report of the Bureau states.

Other research was devoted to the quality and palatability project, as well as to the general improvement of meat animals, prevention, control and eradication of animal diseases and parasites. Results of the research are summarized in the report.

Some of the highlights of activities of the Meat Inspection Division of the Bureau during the last fiscal year, as carried on under the direction of Dr. E. C. Joss, will be published in an early issue.

MEAT INSPECTED IN DECEMBER

Meat and meat food products prepared under federal inspection during December, 1939:

	December, 1939, lbs.
Meat placed in cure:	
Beef	10,416,074
Pork	254,341,334
Smoked and/or dried meat:	
Beef	3,728,634
Pork	124,176,184
Bacon, sliced	22,336,794
Sausage:	
Fresh finished	11,677,174
Smoked and/or cooked	38,901,002
Dried or semi-dried	9,003,131
Meat loaves, head-cheese, chili con carne, jellied products, etc.	8,391,280
Cooked meat:	
Beef	640,750
Pork	16,396,057
Canned meat and meat products:	
Beef	7,120,050
Pork	26,172,606
Sausage	5,245,016
Soup	22,850,160
All other	9,595,056
Lard:	
Rendered	172,130,935
Refined	76,819,950
Oleo stock	8,940,697
Edible tallow	6,728,110
Compound containing animal fat	19,710,671
Oleomargarine containing animal fat	3,390,419
Miscellaneous	1,086,676
Total	857,798,968

What's New in Packaging?

1.—RE-USE CONTAINER FOR HOLIDAY HAM 2.—WINDOW CARTON FOR DOG FOOD

ELEMENTS of novelty, convenience, attractiveness and eye appeal were combined in an unusual re-use ham package used by H. C. Bohack Co. of Brooklyn, N. Y., during the 1939 holiday season. This container, shown in illustrations on this page, measures 10½ in. wide, 16 in. long and 5½ in. deep and was designed especially for Bohack's baked ham. Each package costs approximately 35c, but this is expected to be reduced somewhat on re-orders. The ham was priced at 38c per pound in the 500 company stores where it was sold in this carton.

The package was designed, printed and manufactured by the Standard Folding Carton Co. of Brooklyn. It was constructed of solid kraft board and bore neither advertising nor the company name. It was printed in bright red and green for use during the Christmas season and was developed to increase purchases of baked hams for gifts. It accomplished this purpose.

The general design and construction of the container are apparent from the illustrations. The package consists of two sections; in each of these is a compartment in which the ham nests firmly when the container is closed. Tabs are provided to hold the two sections together. There is also a handle for convenience in carrying.

Influence of Containers on Sales

The ham was wrapped in protective parchment with outer wrap of transparent cellulose printed in four colors. Gold was the predominating color on this overwrap.

Bohack's baked ham was placed on the market about 10 months ago. Sales of the product during December were about three times greater than in any previous month. The season, quality of the product and its growing pop-

ularity with Bohack customers, as well as the fact that the ham was featured as a Christmas gift item, should be taken into consideration when evaluating reasons for this spurt in sales. Company executives believe, however, that the package was primarily responsible. It is planned to use this container in featuring baked ham during the week

SUITABLE FOR MANY PRODUCTS

A new container developed for a low-priced product. Containers of similar design might have possibilities for packaging meat loaves, pork sausage meat, frankfurters, linked pork sausage, etc. Use of more expensive containers may be worth while—if greater sales and profits result.

prior to Easter, and also for summer outings.

Dog food in loaf form is one of the newer meat products to be placed on the market. It is being sold in an interesting package which may suggest an attractive container design for meat

MADE A HIT WITH CONSUMERS

Gift package which helped bring a big increase in baked ham sales for the H. C. Bohack Co. during the 1939 holiday season. The ham was wrapped in parchment with an overwrap of transparent cellulose printed in four colors.

loaves, pork sausage meat, frankfurters, linked pork sausage, etc.

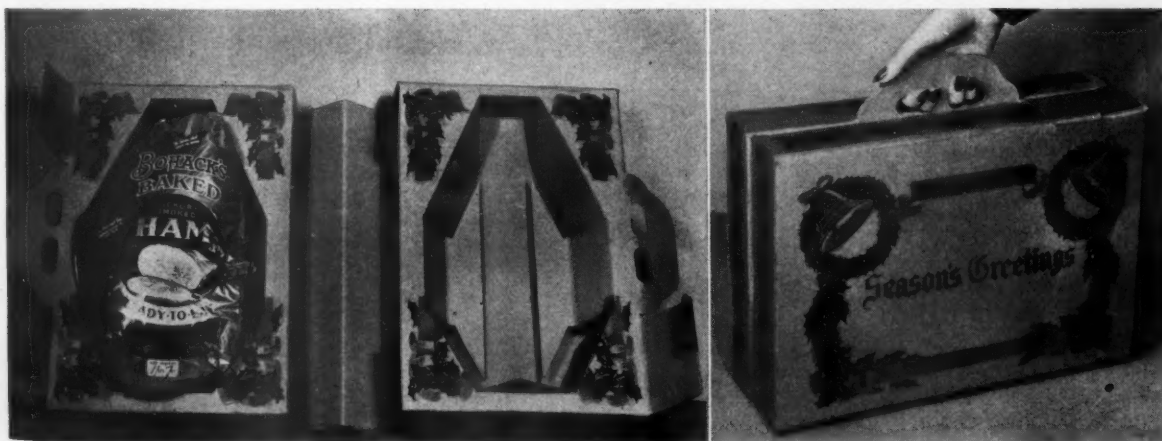
The container is shaped for home refrigerator storage and has a large printed transparent cellulose window in the top through which the contents are visible. This package is shown in an accompanying illustration.

The product for which this container was developed—Frex—sells for 10c per pound retail. The first sales test was made in the Pittsburgh area. Of all sales of dog food made in this locality during the test month, Frex is reported to have registered 42.8 per cent against 47.2 per cent for all competitive products combined.

Many packers believe that well-estab-



lished consumer meat buying habits and the small spread between meat production costs and selling prices preclude the use of any but conventional types of wrappers and packages. Of course there are limits to the cost of a meat wrapper or package if it is to be used profitably. It should not be overlooked, however, that possibilities for improving the package without materially increasing its cost have not been exhausted, and that a comparatively expensive wrapper or package that influences many more consumers to buy the product may be a very profitable investment.



"OUR OPERATING DEPARTMENT
SURE IS SATISFIED WITH THESE
NEW **SYLPHCASE*** CASINGS!"



© 1940

"I second that, Jim. Notice how the stuffing goes right home smoothly into the end. And how there aren't any bulges or air spots?"

"That's because of the reduced stretch. But they sure do shrink plenty tight—more than any of the casings we used to use. And every single one is exactly uniform!"

"And one other thing. Have you seen any of them bursting? I haven't—there's real strength in these thin walls—and I have to hand it to the boss for picking the casing that means economy for him and that makes my job a heap sight easier in the bargain."

* Reg. U. S. Pat. Off.



Sylphcase

Uniformity, Visibility, Strength

SYLVANIA INDUSTRIAL CORPORATION

Executive and Sales Offices: 122 E. 42nd St., New York — Works: Fredericksburg, Va.

Branches or Representatives:

ATLANTA, GA.	78 Marietta Street	CHICAGO, ILL.	427 W. Randolph Street
BOSTON, MASS.	201 Devonshire Street	DALLAS, TEX.	809 Santa Fe Building
	PHILADELPHIA, PA.	260 South Broad Street	

CANADIAN AGENT—Victoria Paper and Twine Co., Ltd.—TORONTO—MONTREAL—HALIFAX



A page for the PACKER SALESMAN

How Salesmen Can Help in Link Pork Sausage Campaign

THE meat industry now is embarking on the most important promotion of sausage in its history. In looking at the campaign from the point of view of the meat packer's salesman, what can be accomplished?

First and foremost, the purpose of present advertising and promotion is to increase demand for pork sausage links. The campaign is designed to move more link pork sausage into consumption. To be successful, the campaign must result in a nation-wide increase in desire for pork sausage links among consumers, and a willingness on their part to buy more of the product.

Demand for pork sausage unquestionably will receive a stimulus which it has never before been given. For the first time, attention will be focused nationally on all pork sausage—on your pork sausage, but on your competitor's pork sausage as well. The return which your house will gain from this campaign will depend on how well you, as packer salesmen, are able to utilize the impetus created by the national advertising.

Up to the Salesman

It is safe to say at the outset that the venture will succeed only insofar as each packer's salesman utilizes the advertising as a means of selling his own brand. So far as the state of mind of the individual salesman is concerned, his thoughts must run in the following channels:

"The national pork sausage link campaign, with the double-page advertisement in *Life* magazine, and all the national publicity, is designed to make consumers in my territory go into the stores where I sell, ready to buy my sausage."

Therefore, in order to convert the cash expenditure being made for this advertising into profits for your company, it is essential that you sell your own trade so thoroughly on the merits of your pork sausage that when housewives come into the store the dealer will be ready to take advantage of their interest and convert that interest into sales of your sausage.

The packer salesman who wants to see his own sales and profits increase through the utilization of this national campaign undoubtedly will do well to examine carefully all of his selling practices with reference

to the promotion of pork sausage sales.

For example, an effective start would be to go over the list of customers and divide them into two groups: Those now buying link sausage and those not buying. Take each customer individually and see whether it may be possible to improve sales technique in the case of those customers who now buy so that they will increase their purchases.

Classify Your Customers

In the case of customers who do not now buy pork sausage links, brush the cobwebs off your sales talk, *know* the reasons why your pork sausage should be in every store, and go to work.

The third opportunity for a direct sales increase lies in those stores which at present buy no goods from you. It may be that pork sausage is the wedge you need to increase your list of customers. Select from the dealers who don't buy from you now, a number who might be potential customers for your brand of link sausage. By utilizing the springboard of the campaign you may be successful in adding them to your list.

In this connection, however, you must remember that salesmen for other houses will do the same, so if you overlook those people who are now your customers, and do not make a vigorous ef-

fort to keep them sold on your own brand, you may find some competitor is increasing his sales and his profits at your expense.

You, of course, realize that your sale to the dealer is not consummated until the dealer sells the product to the housewife and until she uses it and is satisfied with it. Therefore, you have two responsibilities:

1.—You must be as sure as possible that the dealer is merchandising your pork sausage links properly.

2.—You must encourage the dealer to do what he can to see to it that the housewife keeps the sausage properly and cooks it properly in her own home.

There is one delicate margin which it is to your advantage to keep properly in balance. Your sausage, when the dealer sells it, must be fresh. You must discourage your dealers from over-buying your sausage, difficult though this is to do. On the other hand, you must remember that if orders are too small they are unprofitable. The salesman is likely to be the best judge as to the amount of link sausage his dealers properly can buy at one time.

In one way, of course, the nature of pork sausage links is a help to the salesman in meeting this problem—since the product is packed in natural casings which retain freshness to a marked degree for such a highly perishable product.

Dealer Merchandising Vital

When the dealer has a stock of your link sausage in his store it is to your advantage to see that he pushes it vigorously. Every salesman should consider it his job to see that sausage advertising campaign material is put up in every store. The salesman should consider each customer his own specific responsibility in this connection.

The material is colorful, attractive, and designed by some of the leading advertising men in the country to sell your sausage. It *will* sell sausage if displayed properly by the dealer—and the salesman must see that the material is displayed. Campaign advertising material stuck away under the counter will sell no sausage—not even to the dealer.

Your house may have some special advertising material on pork sausage which can be tied in with the national advertising of the campaign. If not, your firm may wish to print some inexpensive material focusing on your individual product the attention of consumers who already have become interested in pork sausage links through national advertising.

The dealer should want to take ad-

(Continued on page 46.)

Campaign Tips For Salesmen

PACKER salesmen who want to utilize the Institute sausage campaign to build their sales of pork sausage links to maximum volume, will find the following suggestions valuable:

1. Classify your customers; sell more pork sausage to those now buying and use the campaign promotion to interest dealers who do not stock your line.
2. Get the dealers' cooperation.
3. Don't over- or under-sell your customers.
4. Help the retailer with merchandising plans.
5. See that your customers obtain and use pork sausage display material.



Some "Hard Nuts" to Crack? CALL YOUR BROKER!

That's what his organization is geared up to do . . . solve to the best advantage of his clients the difficult problems that constantly present themselves in the fast-moving trading day. With years of experience in carlot trading, it is not at all unlikely that he has met and solved your particular problem time and time again.

Wide-spread contacts and up-to-the-minute market information enables him to make instant decisions assuring you the best possible break in a business where time is such an important factor.

Brokerage service has grown hand in hand with the industry it serves, a definite indication that the important niche it now occupies is earned through profitable performance. The many leading concerns who use this service are added proof of this fact. The next time you have a "hard nut" to crack, pick up your 'phone and call your broker. You'll find him an able counselor and a valuable adjunct to your business.

INTEGRITY

KNOWLEDGE

EXPERIENCE

Snow Brokerage Co., Inc.
By-Products—Vegetable Oils
221 N. LaSalle St., Chicago

Sterne & Son Co.
By-Products—Vegetable Oils
332 S. LaSalle St., Chicago

Sunderland & De Ford
Provisions—Beef
327 S. LaSalle St., Chicago

J. C. Wood & Company
Provisions—Beef
By-Products—Vegetable Oils
141 W. Jackson Blvd., Chicago

Zimmerman Alderson Carr Co.
Tallow—Grease—Vegetable Oils
105 W. Adams St., Chicago

The Davidson Commission Co.
Packinghouse By-Products
327 S. LaSalle St., Chicago

D. J. Gallagher
Provisions—Beef
327 S. LaSalle St., Chicago

John W. Hall, Inc.
Packinghouse By-Products
327 S. LaSalle St., Chicago

Hess-Stephenson Co.
Provisions—Beef
327 S. LaSalle St., Chicago

E. G. James Company
Provisions—Beef—By-Products
332 S. LaSalle St., Chicago

Lacy Lee, Inc.
Provisions
141 W. Jackson Blvd., Chicago

Odell & Whitting
Provisions
327 S. LaSalle St., Chicago

Roesling, Monroe & Co.
Vegetable Oils
327 S. LaSalle St., Chicago

PROCESSING *Methods*

Good Pork Sausage Wins Repeat Orders

AN expanding volume of sales of any sausage product must be based on consumer satisfaction. Consumer satisfaction is determined by the taste appeal and quality of the sausage products purchased.

It is especially essential, the Institute of American Meat Packers points out, that all manufacturers of sausage place special emphasis on the manufacture of products that are certain to give consumer satisfaction during the advertising and promotional campaign now being launched in behalf of pork sausage links and liver sausage.

In recommending that members of the industry place special emphasis on quality products, and that the industry avoid marketing any sausage that cannot be expected to give complete consumer satisfaction, the Institute draws attention to certain fundamentals which should be watched in the manufacture of pork sausage.

Some Fundamentals

Pork trimmings intended for use in pork sausage should be strictly fresh, since the use of fresh trimmings insures retention of the original color in the finished sausage.

Quality of the finished sausage depends to a large extent upon selection of the trimmings used. Some portions of the hog furnish trimmings which are much more palatable than those from other portions.

Ratio of fat to lean also has a decided bearing upon the taste, texture and tenderness of the sausage. A judiciously fat sausage is better from this standpoint than a decidedly lean sausage. However, it is possible to make a very palatable lean sausage if the choicest pork trimmings are used. Selection of the trimmings is very important and should be watched carefully by the sausage foreman.

In some sections of the country, the trade demands a white colored, fat pork sausage; in other sections, a lean and bright colored sausage. These are factors which each manufacturer will have to determine for himself in accordance with local trade conditions.

Plants operating under the jurisdiction of the Bureau of Animal Industry are limited to the use of trimmings having a maximum of 50 per cent trimmable fat.

The first step in manufacture of pork sausage is hashing or chopping the meat. Hashing places the material in condition for easy mixing with the

spices. Special attention should be directed to keeping knives of hashers sharp to minimize crushing the meat and also to keep temperature of meat as low as possible.

It is advisable to perform this and subsequent operations in a cooler so that all machines are cool and meat is not warmed up through contact with warm metal. Hashed or chopped pork trimmings are placed in a mixing machine with salt, pepper, and sage (or any other spices which may be used), and the meat is thoroughly mixed with these ingredients.

Seasoning the Sausage

Formulas naturally vary greatly. However, every formula contains salt, pepper, usually sage, and sometimes mace, and the following are characteristic proportions for each 100 lbs. of meat:

- 1 lb. 12 oz. to 2 lbs. salt
- 3 oz. sage
- 7 oz. pepper
- 1 oz. mace

Black pepper will darken pork sausage, and for this reason white pepper is recommended. Use of sage in fresh pork sausage varies widely and is determined entirely by consumer demand in each locality. Some localities want sausage highly flavored with sage, whereas other localities want sausage lightly flavored, and some want no sage at all. These are factors which should be carefully watched.

In addition to the spice ingredients already mentioned, there may be added to each 100 lbs. of meat:

- 8 oz. of sugar
- 5/8 oz. savory
- 1/4 oz. cardamom
- 1 oz. ginger

Use of a small quantity of sugar is said to brighten color of sausage. Cloves and nutmeg are also ingredients of some spice formulas.

It is essential that all spices be of uniform quality and carefully weighed for each batch of sausage in order to insure uniformity of production. Where a bright color is more important than flavor, oil of spice may be used instead of natural spice. Paprika also gives a pleasing color to pork sausage.

Stuffing and Chilling

After meat has been mixed with spices, it is placed in the sausage stuffer and stuffed into casings. Every precaution should be taken in handling preparation of casings and in stuffing the sausage. Casings on stuffing horn should be held firmly between the fingers of the operator to insure being filled to maximum capacity, to eliminate air

Quality Will Pay a Long-Run Dividend

INITIAL effort in the Institute sausage advertising and promotional campaign is intended to help packers and sausage manufacturers increase their sales of pork sausage links.

Consumers will be urged to buy. If they are delighted with the savoriness, taste appeal and quality of their initial purchases of link pork sausage, they will make repeat purchases over a long period in the future.

In the long run, a single purchase of pork sausage cuts a very small figure as compared with total purchases over a long time. It is this steadily increasing volume that the whole industry seeks to achieve in this sausage campaign.

That's why it's important that pork sausage be made right!

pockets, and to produce plump product of the best possible appearance.

After stuffing, the sausage is braided or linked. This should be done very carefully to avoid waste from breakage and to produce a highly attractive product. Ends of each length of casings are knotted to retain the meat. Casings are delicate and easily broken.

Link sausage is hung on sticks which are then racked. Sausage should be sprayed with cool water to wash off any adhering pieces of meat. Links are spread out on sticks so they do not touch and are dried in a cooler held at a temperature of 34 degs. F. and a humidity of 85 per cent and provided with rapid circulation of air. Air in cooler should be conditioned by circulating it through a cold brine spray or over direct expansion coils.

Keep It Fresh

It is essential that stocks of fresh pork sausage be kept at a level adequate to supply customers, but sufficiently low so that the product reaches the customer in the freshest possible condition at all times.

Manufacturers should keep a watchful eye on the condition of their fresh sausage and make sure that it is kept properly under refrigeration during manufacture and during storage, and that it is properly handled in delivery. Truck drivers should make certain that sausage is placed under refrigeration promptly upon delivery, and salesmen and drivers should take every opportunity to instruct retailers in the proper handling of pork sausage products.

Up and down the MEAT TRAIL

Edward A. Cudahy Observing 80th Birthday As Company Celebrates 50th Anniversary

"The past 75 years have witnessed a truly amazing development in all industry and in none more than in meat packing. In that period... the American meat packing industry has become one of the leading enterprises of the world, not only in size but also in its importance to human welfare... I think that all packing industry workers justly may take pride in the accomplishments of their industry."



E. A. CUDAHY, Sr.

This statement was made recently by Edward A. Cudahy, sr., chairman of the board of the Cudahy Packing Co., who will observe his eightieth birthday on February 1. Last survivor in active service of the group of men who founded the modern packing industry in this country, Mr. Cudahy entered the industry at the age of 12. At that time, valuable by-products were discarded as waste materials and refrigeration was in its infancy. Government inspection was unknown and meat packing distinctly a seasonal industry.

Founded by Mr. Cudahy, the Cudahy Packing Co. is now celebrating its fiftieth anniversary with comprehensive advertising and sales programs, introduction of new products and open house activities at branches and plants throughout the country. Beginning busi-

ness in one small plant at South Omaha, Neb., the organization now has plants, branches, produce houses and other properties which are located in more than 80 cities throughout all sections of the United States.

Frederick T. Spamer Elected New Gobel Vice President

Frederick T. Spamer was elected vice president of Adolf Gobel, Inc., at a recent meeting of the board, having been highly recommended for his assistance and co-operation in rounding out the personnel of the company by president Andrew E. Nelson. Mr. Spamer has held many important positions with the firm and has proved himself capable and efficient. He first joined the company in 1921 when it was owned and operated



F. T. SPAMER

by its founder, Adolf Gobel, and has continuously advanced during several different managements. Since reaching executive status, through shrewd management and ability to obtain the co-operation of his staff, he has been able to show a consistent gain in general tonnage year after year in spite of adverse conditions. The period just ended reflected the greatest increase in business Gobel has had for some time. The company's sales activities in Brooklyn, New York, New Jersey, Pennsylvania, Connecticut and Massachusetts are directly under the new vice president's jurisdiction.

WINS ESSEM CALENDAR PRIZE

Stanley Meisser, president of Essem Packing Co., Lawrence, Mass., awarding a \$50 check to Miss Ann Chiavaro as first prize for the best idea for a calendar illustration depicting the 20 years of progress of the Essem company. The illustration shows a modern air hostess serving luncheon, with 20 years of progress indicated in the background by contrasting a 1920 automobile with a 1940 air liner.



George Turvey, Executive of Oklahoma Meat Plant, Passes

George Turvey, general manager of the Turvey Packing Co., Blackwell, Okla., passed away on January 16 following a brief illness, at the age of 59. Born in Burlingame, Kas., Mr. Turvey came to Blackwell with his parents at the opening of the historic Cherokee Strip, when his father staked a claim south-east of the site of Blackwell. Mr. Turvey's first experience in the meat business was as a partner with his father in a retail meat market. He later established a market in Riverside, Calif., and subsequently became associated with his brothers in a similar business venture in Arizona. The family returned to Blackwell and established the Turvey Packing Co. in 1923. Built on quality and friendliness, the business of the company has experienced rapid growth under Mr. Turvey's leadership.



GEORGE TURVEY

Lincoln Packing Co. Names New Officers and Directors

V. E. McArthur, Hutchinson, Kas., was named president and a director of the Lincoln Packing Co., Lincoln, Neb., at the recent annual stockholders' meeting. Mr. McArthur, one of the organizers of the company, succeeds the late J. P. Murphy, sr. G. W. Mechling was named vice president and secretary of the company and J. P. Murphy, jr., treasurer. In addition to Mr. McArthur, directors designated for the ensuing year included Mr. Mechling, George Swingle, and George B. Bronn, all of Lincoln, and Mr. Murphy, who is a resident of Omaha.

Chicago News of Today

Among the week's visitors at Chicago were Elliot Balestier, jr., executive secretary, National Sausage Casing Dealers Association, New York City, and Al Walmo, provision department, Oscar Mayer & Co., Madison, Wis.

After an illness of two years, August

F. Luke, 77, a former plant superintendent for Libby, McNeill & Libby, died this week in Chicago. Mr. Luke was born in Germany, coming to Chicago 55 years ago. He had been retired for a number of years.

Donald R. G. Cowan, chief statistician of Swift & Company, was inducted into the office of president of the American Marketing Association during the annual meeting of the association in Philadelphia. Mr. Cowan, who has been credited with many sound contributions to marketing procedure, is also known as a prolific writer. His best known work is "Sales Analysis from the Management Standpoint," which was published in 1938.

G. A. Althaus, Oscar Mayer & Co., Chicago, is leaving on January 27 for a three-week visit to Miami, Fla., accompanied by Mrs. Althaus and their daughter.

George H. Elliott of Geo. H. Elliott & Co., Chicago hide broker, has been admitted to membership on the Commodity Exchange, Inc., New York.

R. E. Fineron, of Bert Packing Co., is leaving on January 27 with his family for a few weeks at Miami, Fla.

B. R. Evans, secretary of the United Duroc Association, Peoria, Ill., and C. W. Mitchell, secretary of the National Swine Growers' Association, Springfield, Ill., visited the offices of the National Live Stock and Meat Board while in Chicago this week.

Mayer Katz, veteran Chicago tanner and president of the Superior Tanning Co., died at his home in Chicago on January 16 after a prolonged illness. Mr. Katz was 61 years of age.

Albert Morgan, 85-year-old retired employe of Wilson & Co., died this week in Chicago. Born in slavery on a Kentucky plantation, Mr. Morgan entered the employ of Wilson & Co. in 1873 and was in charge of incoming and outgoing freight shipments at the time of his retirement in 1932.

Frank W. Waddell has been reappointed inspector and registrar of provisions on the Chicago Board of Trade, following the recent elections held by the Board.

Rival Packing Co. moved to its new home at 4500 S. Tripp ave., Chicago, on January 22. The company's telephone at the new address is Lafayette 0500.

Countrywide News Notes

I. Schlaifer, who was connected with the provision department of the Dold Packing Co. at Omaha, when the organization was a part of the Jacob Dold Packing Co. of Buffalo, has become associated with Hygrade Food Products Co., Detroit, Mich.

James Baker, meat packaging expert of the Milprint Co., Milwaukee, Wis., became the father of a baby girl on January 23.

L. E. Cassidy, head cattle buyer for the Cudahy Packing Co., Omaha, re-

cently visited Wichita, Kas., for his annual inspection of the local livestock market. Mr. Cassidy forecast a favorable year for Kansas cattle raisers, with demand for cattle increasing as rapidly as economic conditions improve.

Operations in the plant of Better Meats, Inc., Indiana, Pa., began on January 17 with the arrival of stock from Pittsburgh and purchase of hogs from local farmers. Located in the plant of the former Beef & Provision Co., the firm will produce a complete line of meat and dairy products, to be marketed under the name "Bet-R-Taste," according to an announcement by R. M. Putman.

C. N. Whitlock, head buyer for the Cudahy Packing Co. at Salt Lake City, Utah, was recently tendered a dinner honoring him on his transfer to San Diego, where he will buy livestock for the company. Mr. Whitlock, who has been with Cudahy for nearly ten years,

GROWING TEXAS PLANT

Persistent advertising and efficient merchandising have developed a large measure of consumer acceptance for Sun-Ray meats—products of the Pinkney Packing Co., Amarillo—in the Texas Panhandle.

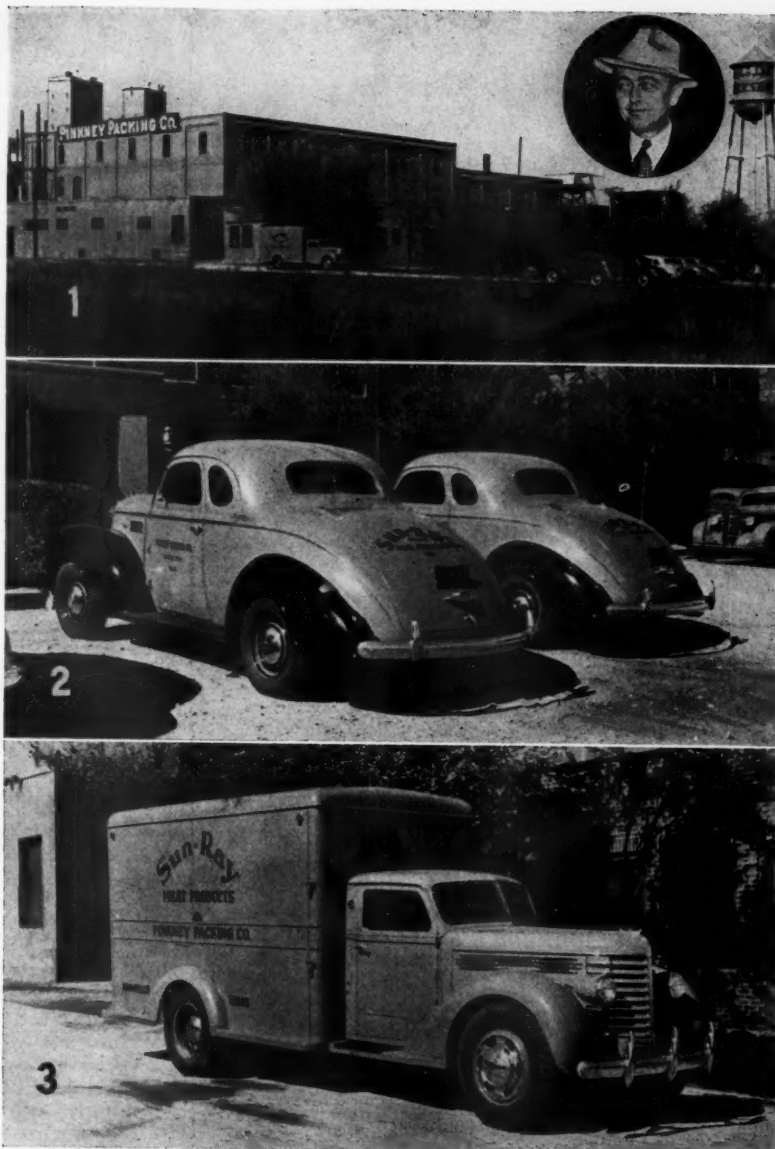
1.—The modern, well-equipped plant of the Pinkney company.

2 and 3.—Company sales cars and one of the firm's attractive refrigerated trucks. All vehicles have black lettering on an orange background.

Plant has a capacity of 500 hogs, 50 cattle, 200 calves and 30,000 lbs. of sausage weekly. R. R. Pinkney (inset in No. 1) is president of the company; Arthur G. Miller, secretary and Fred V. Miller, treasurer and superintendent.

has spent the past three and one-half years at Salt Lake City. The dinner was arranged by more than 75 of his friends

(Continued on page 38.)





Typical UNITED'S B. B. Corkboard Roof Insulation

***Installed
wherever Profits
Count!***

Proper roof insulation is a sound investment that pays big dividends. For example, reducing heat loss and eliminating condensation of moisture on the underside of ceilings, saving fuel and spoilage of products, are only a few of the many money-saving advantages. In all types of buildings, wherever efforts are made to eliminate waste and *wherever profits count*, the importance of proper roof insulation is seldom overlooked. That is why more and more companies, everywhere, use UNITED'S B.B. (Block Baked) Corkboard roof insulation.



**UNITED
CORK COMPANIES**

KEARNY, NEW JERSEY

Manufacturers and Erectors of Cork Insulation

SALES OFFICES AND WAREHOUSES

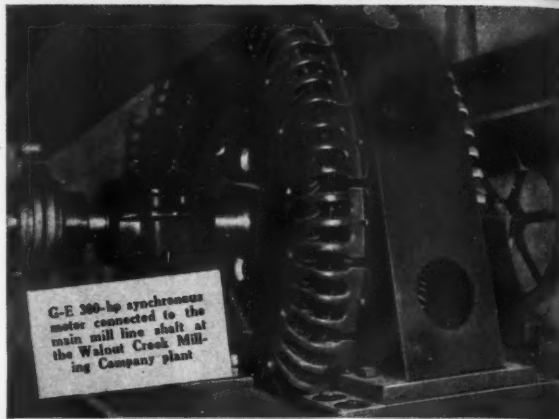
Albany, N. Y.
Baltimore, Md.
Boston, Mass.
Buffalo, N. Y.
Chicago, Ill.

Cincinnati, Ohio
Cleveland, Ohio
Hartford, Conn.
Indianapolis, Ind.

Los Angeles, Calif.
New Orleans, La.
New York, N. Y.
Philadelphia, Pa.

Pittsburgh, Pa.
Rock Island, Ill.
St. Louis, Mo.
Waterville, Me.

**15-20 % SAVING
IN POWER COST**



**WITH A G-E
SYNCHRONOUS MOTOR**

THE Walnut Creek Milling Company, of Great Bend, Kansas, estimates that its new G-E 300-hp synchronous motor driving the main mill line shaft will effect a 15-20 per cent saving over the type of drive it formerly used.

Here are a few of the reasons why G-E low-speed synchronous motors make such savings possible. Full-voltage part-winding starting permits the use of a simple and economical starting equipment. The economies provided by direct connection are small space requirements, reduced investment in power-transmission equipment, elimination of gear losses, and lower installation costs. The ability of these motors to operate at unity or leading power-factor helps to improve voltage regulation, releases generating capacity, and increases effective transformer and distribution capacity by raising plant power-factor.

G-E synchronous motors with a wide variety of electrical and mechanical modifications and with control to match can be furnished to meet special conditions of voltage and power-factor. For further information get in touch with our nearest representative, or write General Electric, Schenectady, N. Y.

You Assure Dependability When You Specify G-E

GENERAL ELECTRIC

017-905

REFRIGERATION *and Air Conditioning*

Meat Refrigeration a Major Subject as A. S. R. E. Meets

TENDERIZATION of beef, modern beef chilling methods, refrigeration of fats and oils, and air conditioning as applied to foods and industry, all topics of much interest to meat packers, were major subjects of discussion at the thirty-fifth annual meeting of the American Society of Refrigerating Engineers, held in Chicago on January 17, 18 and 19.

There were four sessions, one of which was a joint meeting with the Refrigeration Service Engineers Society, which held its annual convention on January 15, 16 and 17. No formal session was held on Thursday morning; the time was devoted to conferences on corrosion and agricultural research.

Methods of measuring the tenderness of beef and the influence of aging, under proper conditions, on tenderness, were discussed by Arthur W. Ewell, consultant for the Westinghouse Electric & Manufacturing Co., in a paper entitled "The Tenderizing of Beef." Charts showing the cutting force required to separate various grades of beef aged for different periods were shown. Changes in palatability during aging, nature of the tenderizing process and the influence of temperature on speed of tenderization were also discussed by Mr. Ewell.

Equipment for Tenderizing

The "Tenderay" process of quick-aging and tenderizing beef has been proved practical in its first large scale commercial application in a meat packing plant. Its success was reported by Paul B. Christensen, refrigerating engineer for the Kroger Grocery & Baking Co., Cincinnati, in his address "Modern Beef Chilling."

The new process by which meat is aged and tenderized in about three days—approximately twelve times faster than nature's unaided process of tenderizing by hanging—was announced only ten months ago after a long period of development and tests at the Mellon Institute of Industrial Research, Pittsburgh.

A joint development of the Institute, the Kroger Food Foundation and the Westinghouse Electric & Manufacturing Co., it involves the use of selected bactericidal ultraviolet radiations of the Westinghouse Sterilamp; accurately controlled temperatures and humidities higher than any heretofore feasible in

meat packing practice, and controlled circulation of air. This development was described in the *THE NATIONAL PROVISIONER* of April 15, 1939.

Based on operating experience in a large Kroger meat plant in Cleveland, the modern, full-spray type of cooling unit is best adapted for providing temperature, humidity and air circulation requirements in the Tenderay room. A 4-deg. differential between temperature of the room and that of air delivered from the cooling unit has been found satisfactory.

Type of Controls

To deliver air to the room as required, the spray unit must furnish a heavy spray of water at 56 degs. F. in a quantity sufficient to insure almost complete saturation of air leaving the cooler. If a direct expansion ammonia system is used, the spray water should be chilled in a remote cooler to facilitate accurate control.

Regulation of the air is of major im-

portance. For this job Mr. Christensen recommended the use of automatic-recording dry bulb and dew point controls. Former should control operation of a damper in the air discharge duct. The dew point control operates to maintain a constant spray temperature in the unit, which in turn regulates humidity.

Refrigeration equipment recommended for the secondary chilling room must meet requirements for providing a temperature of 35 degs. F. and 65 per cent relative humidity, assuming a complete turnover of beef every 24 hours. Selection of apparatus must be based on two factors—the refrigeration load during the 14 to 20 hours required to reduce the beef temperature from 60 to 35 degs. F., and the load required to hold the meat at the latter temperature during the balance of the 24-hour period.

Modulating type of control, with a recording of the operation, is far superior to hand control or straight off-and-on control. The recording of conditions permits careful analysis so that any difficulties may be corrected immediately.

Refrigerating in Fat Processing

Nature and composition of fats and oils, the influence of temperature on their decomposition and the application of refrigeration during the processing of mayonnaise, lard and shortenings were discussed in the address "Refrigeration of Fats and Oils," by H. S. Mitchell of Swift & Company, Chicago. Flow charts and diagrams illustrated the address.

"Squirrel Cage Motors for Air Conditioning and Commercial Refrigeration," by C. C. Leader, General Electric Co.; "Application of Heat Transfer Data to the Practical Design of Horizontal Shell Type Refrigerant Condensers," by Henry B. Pownall, industrial application engineer, York Ice Machinery Corporation, "Pressure Drop in Refrigerant Liquid Lines," by E. Gygas and Karl S. Willson, Curtis Refrigerating Machinery Co. and Ansul Chemical Co. respectively; "Refrigeration in 1904," by David L. Fisk, secretary of the A.S.R.E., and "Refrigeration in 1954," by S. C. Bloom, consulting engineer, Chicago, were among the papers and addresses of particular interest to meat plant engineers and master mechanics.

The following officers were elected: President, George E. Hulse, Safety Car Heating & Lighting Co.; vice president, Chester Lichtenberg, General Electric Co.; vice president, L. L. Lewis, Carrier Corp.; treasurer, Wm. R. Hainsworth, Servel Corp., and secretary, David L. Fiske.

Are You Interested in PLANT MODERNIZATION?

Upon completion, the new plant of the Girard Packing Company, Philadelphia, was described as "five years ahead of its time."

THE NATIONAL PROVISIONER now has available reprints of the complete story of this modern packing plant, including floor plans and details of the many innovations which distinguish it.

Until the supply, which is limited, is exhausted, they can be had for 25c each, remittance in stamps if you prefer. Fill out the coupon below:

The National Provisioner,
407 So. Dearborn St., Chicago, Ill.
Please send me reprint on the new Girard plant. I am a subscriber to The National Provisioner.

Name

Street

City

(Enclosed find 25c in stamps.)

PACKER AND FOOD STOCKS

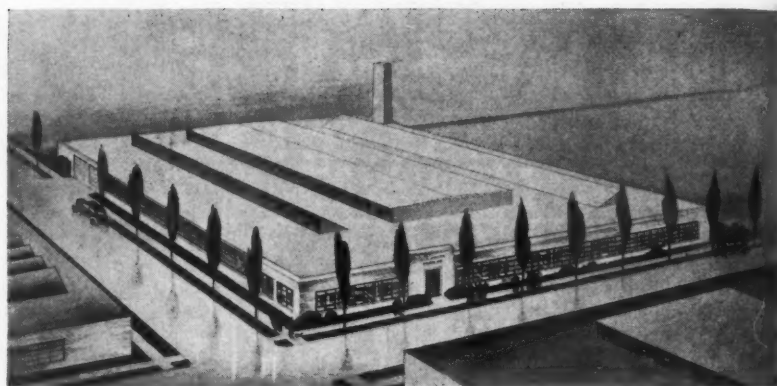
Price ranges of listed stocks, January 24, 1940, or nearest previous date.

	Sales.	High.	Low.	—Close—	
Week ended	Jan. 24.	Jan. 24.	Jan. 24.	Jan. 24.	Jan. 17.
Amal. Leather..	300	2 1/4	2 1/4	2 1/4	2 1/4
Do. Pfd.....	200	16 1/2	16 1/2	16 1/2	14 1/2
Amer. H. & L. 2,000	5 1/2	5 1/2	5 1/2	5 1/2	5 1/2
Do. Pfd.....	300	35	35	35	35
Amer. Stores....	900	12 1/4	12 1/4	12 1/4	12 1/4
Armour Ill.....	8,300	5 1/2	5 1/2	5 1/2	5 1/2
Do. Pr. Pfd....	1,200	47	46 1/2	46 1/2	48 1/2
Do. Pfd.....	900	108	108	108	107 1/2
Do. Del. Pfd....	100	127	127	127	125
Beechnut Pack..	100	127	127	127	125
Boback, H. C....	...	...	...	...	1 1/2
Do. Pfd.....	...	...	...	...	27 1/2
Chick. Co. Oil..	400	11 1/2	11 1/2	11 1/2	11 1/2
Childs Co.....	300	5	5	5	5
Cudaby Pack....	200	14	14	14	14 1/2
Do. Pfd.....	100	60	60	60	62
First Nat. Strs. 2,000	45	44 1/2	45	45	45
Gen. Foods.....	6,200	48	47 1/2	48	47
Do. Pfd.....	200	117	117	117	118 1/2
Gildden Co.....	1,700	18	17 1/2	18	17 1/2
Do. Pfd.....	300	42	42	42	40
Gobel Co.....	900	...	...	...	2 1/2
Gr. A. & P....	...	...	...	...	...
1st Pfd.....	25	134 1/2	134 1/2	134 1/2	134
Do. New.....	125	112	111	112	110
Hornel, G. A....	200	32	32	32	31
Hygrade Food..	1,200	2 1/2	2 1/2	2 1/2	2 1/2
Kroger G. & B. 2,300	28	28 1/2	28	28 1/2	28 1/2
Libby McNeill. 5,100	7 1/2	7 1/2	7 1/2	7 1/2	6 1/2
Mickelberry Co. 1,400	3 1/2	3 1/2	3 1/2	3 1/2	3 1/2
M. & H. Pfd....	90	3 1/2	3 1/2	3 1/2	4 1/2
Morrell & Co....	...	...	...	...	...
Nat. Tea.....	400	3 1/2	3 1/2	3 1/2	3 1/2
Proc. & Gamb. 3,700	68 1/2	68 1/2	68 1/2	68 1/2	68 1/2
Do. Pfd.....	150	115 1/2	115 1/2	115 1/2	116
Rath Pack.....	150	53 1/2	53 1/2	53 1/2	55 1/2
Safeway Strs..	5,100	48 1/2	47 1/2	48	46 1/2
Do. 5% Pfd....	370	106 1/2	106 1/2	106 1/2	106 1/2
Do. 6% Pfd....	20	113	113	113	112
Do. 7% Pfd....	100	114 1/2	114	114	114 1/2
Stahl Meyer....	...	...	...	...	2
Swift & Co....	5,800	23	22 1/2	23	22 1/2
Do. Intl.....	1,900	32 1/2	32 1/2	32 1/2	30 1/2
Trunz Pork....	...	...	...	...	8 1/2
U. S. Leather..	900	5 1/2	5 1/2	5 1/2	5 1/2
Do. A.....	800	9 1/2	9 1/2	9 1/2	9 1/2
Do. Pr. Pfd....	...	...	...	...	70
United Stk. Yds.	400	2 1/2	2 1/2	2 1/2	2 1/2
Do. Pfd.....	100	7 1/2	7 1/2	7 1/2	7 1/2
Wesson Oil....	1,400	25	24 1/2	24 1/2	25
Wilson & Co....	600	71	71	71	71 1/2
Do. Pfd.....	400	5 1/2	5 1/2	5 1/2	5 1/2
Do. Pfd.....	1,400	58 1/2	57	58 1/2	53

NEW H. P. SMITH PLANT

A new plant, doubling the company's present facilities, is to be constructed in the Clearing Industrial district of Chicago for the H. P. Smith Paper Co., producers of a full line of waxed and oil paper and Sta-Tuf.

The company has been in business for 36 years. It is now located at 1129 W. 37th st. The new structure will be a modern, one-story, daylight continuous flow building, measuring 200 ft. by 246 ft. Building features include an inside, depressed switch track with a capacity of four cars and an enclosed truck dock accommodating three trucks.



NEW HOME OF H. P. SMITH PAPER CO.

Architect's drawing of new plant to be constructed in Clearing Industrial district of Chicago for H. P. Smith Paper Co. Plant will measure 200 by 246 ft.

WAGE-HOUR AMENDMENT

Exemption of packinghouse employees from the maximum hours and overtime provisions of the wage-hour act during 16 workweeks in the calendar year, instead of the present 14 weeks, is proposed in the Barden bill (HR 7133) amending the wage-hour act which was introduced in the first session of the seventy-sixth Congress and held over to this session.

Under the Barden bill the exemption would apply to employees of an employer "engaged in the grading, loading, slaughtering or dressing of livestock, or preparing products therefrom at the packing plant, or in handling or transportation in connection with or incidental to such operations." This exemption would be considerably broader than the latest interpretation of the exemption under the present law which restricts the tolerance exemption to workers engaged in handling, slaughtering and dressing livestock.

SAUSAGE MEAT CURING

Sausage meat curing methods are fully explained in "Sausage and Meat Specialties," THE NATIONAL PROVISIONER'S new book. Write for information.

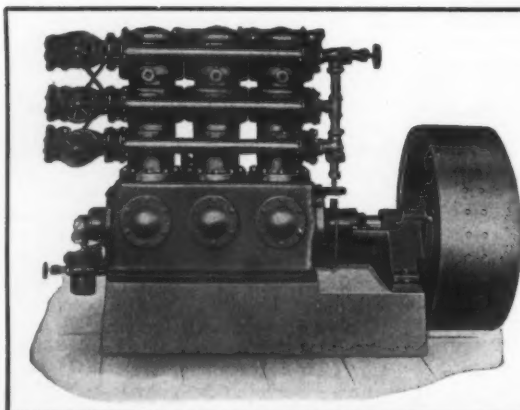
ELIMINATING BRUISE LOSSES

Hughes-Curry Packing Co., Anderson, Ind., has succeeded in practically eliminating bruise losses on its livestock purchases, according to Lewis B. Peggs, manager of the live stock bruise prevention division of the Indianapolis Stock Yards, in a communication to the Institute of American Meat Packers. Mr. Peggs reports that most of the hogs for the Hughes-Curry plant are bought direct from local farmers. When a farmer sends in hogs which show bruises the firm checks back to find out the cause. They also take the farmer into the plant and show him the bruised carcasses and make suggestions as to how they can be avoided.

This company uses electric prods and canvas slappers in its yards. Signs are posted urging that livestock be handled carefully. Slappers and bruise loss pamphlets have been made available to farmers.

Bruises sometimes occur in the packing plant, Mr. Peggs asserted, and much can be done to eliminate these by making a study of the situation. Stock yards companies can eliminate skinning and bruising by making improvements in loading and unloading chutes.

The livestock and meat industry suffers a large loss each year from bruised livestock.



Internal Force Feed Lubrication

'Way back in 1921, HOWE pioneered the first enclosed type Ammonia compressor, equipped with full internal force feed lubrication to every bearing. This feature, which has been standard with HOWE for 18 years, is always called to the attention of the prospect because it directly affects his pocketbook. No costly servicing.

After 10 years, one owner writes . . . "So trouble-proof that I know very little about my machine."

Refrigerating Machines from 1/2 to 150 tons, Fin Coils, Unit Coolers, and Air Conditioning Coils.

HOWE ICE MACHINE CO.

2825 Montrose Avenue, Chicago, Ill.

Refrigerating Machinery Manufacturers since 1912

Picnics, Green Bellies and Lard Active; D. S. Cuts Slow

Hog marketings heavy until Thursday in spite of cold—Good trade in lard at lower prices—Fair trade in regular and skinned hams—Fresh pork lower on slow demand.

TRADER was brisk in pork and lard during the week. All averages of green skinned hams and all averages of green picnics and green bellies were active. Dry salt bellies found a slow outlet, as the unusual weather conditions in the South slowed up trade. There was a large volume of trade in lard and broad domestic outlet through various channels. Export business was limited.

LARD

Lard futures fluctuated in fairly active trade, but the main trend was downward. Late futures were within striking distance of the season's lowest levels at one time. Hedge selling persisted as the hog run remained comparatively heavy in the face of severe cold over the country. Speculative liquidation materialized at times in fair volume, brought about by limited foreign demand and considerable weakness in commodities.

However, commission house absorption was just as persistent as hedging pressure, and open interest in the futures market rose to around 118,000,000 lbs. Speculation continued as to source of buying power in the lard futures market.

Domestic trade was satisfactory from a volume standpoint. Domestic distribution is expected to continue on a large scale because lard has maintained its discounts under shortening. In addition, sizeable quantities of lard have been diverted for inedible purposes, as the price of loose lard at Chicago is only slightly higher than choice white grease. Some small business in lard with Continental neutrals was reported this week.

At Chicago, prime steam cash was quoted at 6.10 nominal on Thursday and loose at 5.30 nominal. Neutral in tierces was 7.25 nominal and raw leaf was 5.25 asked. At New York, demand was reported fair with the market barely steady. Both prime western and middle western were quoted at 6.60@6.70c; New York City in tierces, 6½@6¼c, tubs, 6½@6¼c; refined continent, 6½@6¼c; South American, 6½@6¼c; Brazil kegs, 6½@6¼c; shortening in car lots was quoted at 9½c, and in smaller lots, 9¼c.

Hogs

Hog marketings continued heavy around the entire circuit, although there was a considerable drop on Thursday when extremely cold weather interfered

with receipts. Supplies were too large for price levels to hold; prices fell on Wednesday to the lowest point since December. Light hogs declined 25@50c from a week earlier, while heavier butchers and sows closed the period steady to 10c under the average of last week end.

Supplies of hogs weighing 160 lbs. and under were large and were penalized. Good hogs weighing between 180 and 240 lbs. commanded top prices. Sows constituted about 6 per cent of runs at Chicago and bulk moved between \$4.25 and \$4.50. High top for the week of \$5.70 was made at Chicago on the first and fourth day of the period. The low top of \$5.55 was made on Wednesday and the low average of \$5.10 on the same day. Thursday's average was \$5.30. General average weights are lighter, due to the inclusion of many light, unfinished hogs.

CARLOT TRADING

Green regular hams were in good supply, but producers were not inclined to force sales and buyers were none too active. There was some movement of medium averages and a few cars of the heavier end. There was fair trade in skinned hams early in the week; some buyers were inclined to force prices down at midweek. Sellers' ideas firmed up considerably on Thursday with the slackening in hog runs and some of the earlier offerings were pulled off the market. There was a fair movement on the 25 and up skinners.

Picnics moved in a rather big way all week with a somewhat easier trend in price until Thursday, when prices firmed up considerably. A large volume of light picnics traded, and also the 25 lb. and up. Bellies were fairly active, with some pressure on the lighter averages. However, these too firmed up on the closing day.

Dry salt meats were slow. Packers at Chicago showed no disposition to force sales as it is felt that D. S. meats are too low. Unfavorable weather conditions throughout the South affected trade adversely. Fat backs have been weak in sympathy with the market for lard. Production of lighter backs is limited and trade generally is quiet. There was scattered trade in D. S. jowls and prices were steady to easy. Green rough jowls moved at slightly lower prices.

FRESH PORK

Fresh pork cuts were plentiful but demand was weak in spite of the cold weather. Prices of practically all fresh product declined; light loins were a full cent lower than a week ago and Boston butts showed some weakness in sympathy with the loin market. Boneless butts held fairly firm and were in good

demand. Most other product eased off in price on slow demand.

SAUSAGE MATERIALS

Pork trimmings were plentiful this week and demand was insufficient to keep production cleaned up. Price levels were revised downward and regular trimmings sold on a range ¼c down from a week earlier at 4½@4¼c. Special lean were down ¼c at 10½@11c and extra lean were quoted at 12c, down a full cent.

(See page 37 for later markets.)

Lard Supply May Rise to Pre-Drought Level

With somewhat larger marketings of hogs, but with smaller yields of lard per hog, lard production in 1939-40 may total almost as much as in the pre-drought period, according to a review of the fats and oils situation by the U. S. Department of Agriculture. During the five years, 1929-30 to 1933-34, inspected lard production averaged 1,562 million lbs. annually. Production totaled only 790 million lbs. in the 1934-35 hog marketing year (begins October 1), but increased to 1,232 million lbs. in 1938-39.

Although lard production for 1939-40 will be almost as large as in the pre-drought period, exports probably will be smaller. Total exports and shipments of lard from the United States averaged 666 million lbs. annually in the years 1929-33, but are not expected to be much in excess of 400 million lbs. for the current year.

Exports of lard to the United Kingdom, which had decreased in October, increased substantially in November, totaling 10.8 million lbs. for the month compared with 8.5 million lbs. in November 1938. For the first three months following the outbreak of war in Europe, lard exports to the United Kingdom totaled about 25 million lbs. compared with 29 million lbs. in the corresponding period of 1938.

Although lard exports to the United Kingdom for the September-November period of 1939 were smaller than a year earlier, exports to most other countries were larger. Exports to all foreign countries for the period amounted to more than 69 million lbs., a gain of about 16 per cent over the 56 million lbs. exported in the September-November period of 1938. Among the countries which took substantially larger quantities of lard than in the previous year were Belgium, Sweden, Canada, Cuba, Colombia, Venezuela, and Ecuador.

Increased exports of lard in the latter part of 1939 were expected because of the relatively large supplies and low prices of lard in the United States. Delays and uncertainties involved in securing shipments of other fats, oils, and oilseeds to neutral and belligerent countries alike apparently have stimulated the lard export movement to some extent.

Hog Cut-Out Results

BOTH hog and product values declined during the week as a result of heavy hog runs and mediocre demand for pork and lard. In spite of the cold weather prevailing throughout most producing areas, the first three days' hog receipts were heavy. There was an increasingly large percentage of very light hogs in the runs, as some farmers prefer to seal their corn at government loan prices rather than feed it to hogs at current prices. This attitude of some producers has had a tendency to bring a reduction in the average price of hogs at the various markets.

Chicago top was \$5.70 on Monday and Thursday this week, with the low average price of \$5.10 made on Wednesday and the high average of \$5.30 on Thursday. Average weights were under those of a week ago due to large numbers of light unfinished kinds.

The market for pork loins, Boston and boneless butts, trimmings and other fresh product has been weak. Current output has been above demand. This situation is aggravated by accumulations hanging over the fresh meat market at many large consuming points.

Receipts at the 11 principal markets during the first four days of this week totaled 375,000 head, a decrease of 41,000 compared with a week ago, but 116,000 more than a year ago and 60,000 more than two years ago.

The test on this page, which is worked

out on the basis of good hogs of the weights indicated, shows a small cutting loss on each average. Such a loss starts product on its way with a price handicap which can prove serious on a decline.

Canada's Bacon Exports

(Continued from page 10.)

The grade requirements are strictly in conformity with, and the price structure in accordance with, the hog grading policy of the Department of Agriculture and the normal pre-war trade differentials obtaining in the United Kingdom market. While the British Ministry pays a flat rate for all, the board's view is that as a first essential "equality and payment on a graded basis must be maintained and safeguarded so that when the war is over, Canada will be more strongly than ever entrenched in the British market."

Prices the board will pay, f.o.b. seaboard, will be on a basis of weight, grade and selection. The prices follow:

Light Wiltshire sides, under 55 lbs.: Grade A1, \$17.50; A2, \$17.10; A3, \$16.70; B1, \$17.10; B2, \$16.50; B3, \$15.70.

Heavy Wiltshires, 65 lbs. and up: Grade A1, \$17.30; A2, \$16.90; A3, \$16.50; B1, \$16.90; B2, \$16.10, and B3, \$15.30.

Total hog population in November for Canada, according to a Bureau of Statistics report, was 4,294,000 head compared with 3,486,900 the year before.

CASING IMPORTS AND EXPORTS

Foreign trade in casings during November is reported as follows:

IMPORTS.

	Sheep, lamb and goat, lbs.	Other, lbs.
France	2,012	.....
Greece	1,323	.....
Malta	2,240	.....
U. S. S. R. (Russia)	66,000	.....
United Kingdom	32,025	391,379
Canada	45,625	594,274
Brazil	2,656	59,072
Chile .....	.....	36,987
Paraguay .....	.....	2,456
Peru .....	.....	20,061
Uruguay .....	.....	.....
British India	8,886	.....
China	4,937	56,621
Iraq	24,369	.....
Palestine	4,656	1,006
Iran	20,283	.....
Syria	10,227	.....
Turkey	33,025	.....
Australia	101,272	1,120
New Zealand	85,203	.....
Un. of So. Africa	3,300	.....
Egypt	16,891	.....
Algeria	8,142	.....
Morocco	74,478	.....
Others	162	110
Total	560,137	1,166,149
Value	\$880,142	\$99,630

EXPORTS.

	Hog, lbs.	Beef, lbs.	Other, lbs.
Belgium	14,680	.....	8,292
Italy	98,731	39,225	.....
Netherlands	13,649	.....	13,900
Norway	1,843	123,347	3,508
Sweden	15,107	168,258	1,444
Switzerland	20,980	117,842	101
United Kingdom	371,244	11,165	1,634
Canada .....	.....	1,070	8,708
Newfoundland and Labrador	2,010	.....	.....
Cuba	555	13,299	1,756
Australia	71,624	.....	5,560
New Zealand	646	.....	3,280
Un. of So. Africa	42,875	.....	873
Others	3,106	600	1,168
Total	655,117	474,806	52,833
Value	\$204,291	\$42,741	\$40,177

HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on THE NATIONAL PROVISIONER DAILY MARKET SERVICE, cutting percentages taken from actual tests in Chicago plants.)

	Per Cent live wt.	Price per lb.	Value per cwt. alive	Per Cent live wt.	Price per lb.	Value per cwt. alive	Per Cent live wt.	Price per lb.	Value per cwt. alive
	180-220 lbs.			220-240 lbs.			270-300 lbs.		
Regular hams	14.00	12.8	\$ 1.79	13.70	12.5	\$ 1.71	13.50	11.9	\$ 1.61
Picnics	5.60	8.0	.45	5.40	7.7	.42	5.10	7.6	.39
Boston butts	4.00	9.1	.36	4.00	8.9	.36	4.00	8.7	.35
Loins (blade in)	9.80	9.7	.95	9.60	9.5	.91	9.10	9.1	.83
Bellies, S. P.	11.00	9.7	1.07	9.70	9.3	.90	3.10	6.8	.21
Bellies, D. S.				2.00	5.0	.10	9.90	4.9	.49
Fat backs	1.00	3.0	.03	3.00	3.3	.10	4.50	3.6	.16
Plates and jowls	2.50	3.5	.09	3.00	3.5	.11	3.30	3.5	.12
Raw leaf	2.10	4.9	.10	2.20	4.9	.11	2.10	4.9	.10
P. S. lard, rend. wt.	12.40	5.3	.66	11.00	5.3	.58	10.20	5.3	.54
Spareribs	1.60	6.1	.10	1.60	6.0	.10	1.50	5.9	.09
Trimnings	3.00	4.5	.14	2.80	4.5	.13	2.70	4.5	.12
Feet, tails, neckbones.	2.00		.05	2.00		.04	2.00		.04
Offal and miscellaneous. ....			.24			.24			.24
TOTAL YIELD AND VALUE...	69.00		\$ 6.03	70.00		\$ 5.81	71.00		\$ 5.29
Cost of hogs per cwt.		\$ 5.53			\$ 5.40			\$ 5.09	
Condemnation loss .....		.03			.03			.03	
Handling and overhead. ....		.54			.46			.37	
TOTAL COST PER CWT ALIVE		\$ 6.10			\$ 5.89			\$ 5.49	
TOTAL VALUE		6.03			5.81			5.29	
Loss per cwt.07			.08			.20	
Loss per hog14			.18			.57	

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GENTRY'S CALIFORNIA PAPRIKA

Now used exclusively by many meat packers with full satisfaction

A fine American Paprika that is making good "on its own."

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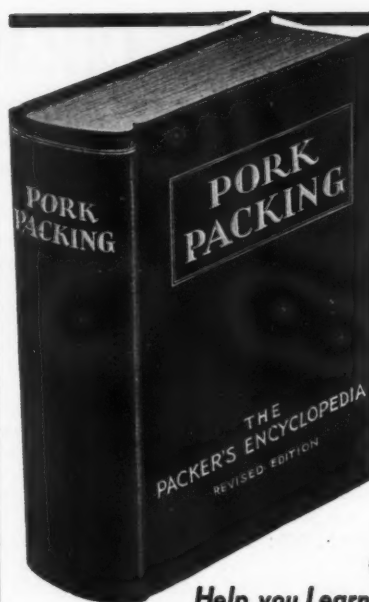
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- Uniform Grading ●
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Offered in several grades at attractive prices. All have rich red color shades, good brilliance and good coloring capacity.

Samples and prices by return air mail. Request them TODAY.

C. B. GENTRY CHILI POWDER CO.
Los Angeles California



- CONTENTS -

Buying, Killing, Handling Fancy Meats, Chilling and Refrigeration, Cutting, Trimming, Cutting Tests, Making and Converting Pork Cuts, Lard Manufacture, Provision Trading Rules, Curing Pork Meats, Soaking and Smoking, Packing Fancy Meats, Sausage and Cooked Meats, Rendering Inedible Products, Labor and Cost Distribution, and Merchandising.

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"PORK PACKING" is the book that has the answer to every question on pork packing. Get it! Read its 360 pages crammed full of valuable, essential information, and increase the efficiency of yourself and your company. Order your copy today!

THE NATIONAL PROVISIONER

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SLICES, SHINGLES, STACKS

Here's a real profit-making machine for medium size establishments. An efficient, economical, automatic unit with new *Continuous Feed* that operates from any electric socket—pays for itself in a short time.

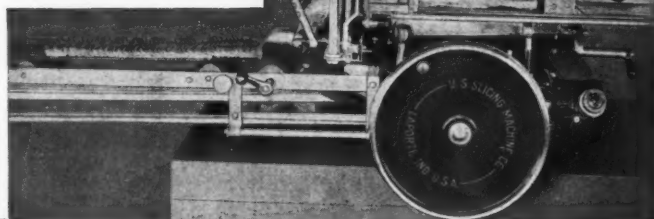
The U. S. Model 150-B enables you to slice and shingle right onto the conveyor, or stack slices on trays, without resetting machine or handling food or slices from start to finish. Takes meats up to 24" long. Slices any thickness from $\frac{1}{64}$ " to $\frac{5}{16}$ ". Equipped with $\frac{1}{4}$ H.P. motor.

Literature with complete details on request.

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World's First and Finest Slicers for More than 40 Years
La Porte, Ind.

Bacon, Dried Beef,
Boneless Meats,
Ham, Chip Steaks,
Cheese, etc.



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A "specialist" should have certain exceptional qualifications. We know and believe we have a right to this title on the basis of: 1. Many years of experience. 2. Unsurpassed laboratory and experimental facilities. 3. A policy of using only the choicest natural spices. 4. A reputation for absolute integrity.

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The Meat Industry Announces

Two Big Promotions on *Sausage* in *Natural Casings*

*Pork Sausage Link Month starts with strong consumer
advertising February 23 . . . to be followed
by another big event—Liver Sausage Month.*

**THE MEAT INDUSTRY ANNOUNCES TWO BIG PROMOTIONS
ON SAUSAGE IN NATURAL CASINGS**

WITH THE largest hog kill since 1933 in prospect, it seems apparent that greatly expanded sales and profit opportunities lie immediately ahead of us on pork sausage products.

Everything points to 1940 as the opportune time for a unified industry promotion plan on sausage-in-natural-casings.

On account of the season, Pork Sausage Links will get first play.

The campaign will start off with a full-color, two-page spread in Life Magazine in the issue of February 26, reaching the consumer Friday, February 23.



This is the biggest single advertisement ever run, anywhere, anytime, on pork sausage links. It will show small links, large links and cocktail size links. An array of beautiful color photographs will feature familiar old recipes and appetizing new recipes built around pork sausage links.

It will establish the energy-building health values and the digestibility of high quality pork sausage.

It will give pork sausage links an entirely new place in the sun and on the American family menu.

This promotion will continue through March with another striking color ad selling menus revolving around pork sausage links for breakfast, for luncheon, for dinner and for the midnight snack.



Later in the season, Liver Sausage will take its place on the scene.

Another double-page ad in Life Magazine—again in full color.

This will be followed by still further color advertising on liver sausage.

We all know that enormous opportunities exist for increasing consumer interest in sausage. This applies particularly to liver sausage.

ANALYSIS OF WOMEN'S MAGAZINES shows that news on this subject has been largely overlooked. The same is true of cook books.

THE WHOLE COUNTRY IS CONSCIOUS OF THE HEALTH VALUE OF LIVER. Liver sausage contains the same vitamins, the same minerals, the same protein, the same energy-building, tissue-building benefits, but its light has been hidden under a bushel.

Through home economics experts we have found many appealing new ways of serving liver sausage—hot as well as cold. This is real news to women.

In short, we propose to take liver sausage 'way beyond the rye bread and lunch counter class—to give it a new place in menu-planning as a food that is good to eat and good for you.

We propose to broaden the taste appreciation and health knowledge of all sausage, and particularly sausage in natural casings.



All of this advertising will run in full color in Life Magazine, one of the most vital educational and selling forces in America today, touching the lives of approximately 18,000,000 readers every week.

This campaign will be easy for you to tie into.

Meat packers, and sausage makers will be supplied with striking display banners, newspaper cuts and selling ideas for distribution to their customers.

Through consistent trade paper advertising and direct-by-mail broadsides the retail meat trade and the food trade will get complete details of the program as it progresses and will be told how to tie in.

Back of the entire effort will be a continuous program of publicity to both the consumer, on the food pages of local newspapers from coast to coast, and to the trade, through leading trade journals.

The details of the first promotion—on Pork Sausage Links—will appear in this publication next week.

It is a practical plan on a broad base.

It is designed to put quality sausage on a new plane in the minds of American women.

Tie your entire ready-to-serve meat merchandising to these promotions. They will lead you to increased sales in one of your most profitable lines.

INSTITUTE OF AMERICAN MEAT PACKERS

Sausage, Bacon and Canned Meat Output at High Level

SAUSAGE production in federally inspected plants during December was at a high level for that month of holiday poultry trade. Volume of sausage produced during December, 1939, has been exceeded only three times in December during the past 12 years.

Quantity of bacon sliced during the month was far above the December total of one, two and three years ago, and the volume of meats and meat foods canned was the greatest for any month in the past three years. There was a large increase in canned pork production, indicating that domestic canned hams are gaining popularity. A large amount of ground spiced pork is being sold nationally under a variety of brands.

Sausage produced in federally inspected plants in December, by classes:

	lbs.
Fresh	11,677,174
Smoked and/or cooked.....	38,901,002
Dried or semi-dried.....	9,003,131
Total	59,581,307

Volume of sausage produced during the first two months of the packer year, compared with the like period in each of the two preceding packer years, was:

First 2 Mos., Fiscal Year	lbs.
1940	126,736,575
1939	126,064,125
1938	116,116,802

Manufacture of sausage in federally inspected plants for the calendar year 1939, with comparisons:

Calendar Year	lbs.
1939	794,183,350
1938	762,427,846
1937	781,004,915

As it is generally estimated that 60 per cent of the total sausage produced in the United States is made in federally inspected plants, this would indicate that the total produced in the country as a whole would be in the neighborhood of 1,300,000,000 lbs. for the calendar year 1939.

Sliced bacon output for December was in seasonally large volume, and much exceeded production in December one, two and three years earlier. Total for the month, with comparisons:

December	lbs.
1939	22,339,794
1938	18,807,520
1937	17,381,833
1936	16,580,698

Total production of sliced bacon in federally inspected plants during the calendar year 1939, with comparisons:

Calendar Year	lbs.
1939	273,479,494
1938	240,464,745
1937	219,541,363

It is estimated that approximately 95 per cent of the total bacon sliced comes

from federally inspected plants.

Meat loaf production under federal inspection during December was greater than in the same month one and two years ago, but was smaller than in December, 1936, as shown in the following comparisons:

December	lbs.
1939	3,391,290
1938	3,032,194
1937	3,120,229
1936	3,769,955

Total loaf production in the calendar year 1939 was well above 1938 and 1937, due largely to the plentiful supply and reasonable price of pork. Production in each of the past three years:

Calendar Year	lbs.
1939	107,662,533
1938	99,164,377
1937	104,016,488

Canned pork prepared during the calendar year 1939 totaled 202,735,347 lbs. Total production of all canned meats and meat food products in the calendar years 1939, 1938 and 1937:

Calendar Year	lbs.
1939	610,186,020
1938	512,896,412
1937	530,949,367

Quantity of canned meats and meat food products prepared during December, 1939, exceeded that of any month in the past three years. Canned pork represents an increasingly large item in total output. Total product canned in December, 1939:

	lbs.
Beef	7,120,050
Pork	26,172,605
Sausage	3,245,016
Soup	22,750,160
All other	9,595,056
Total	68,982,896

Volume of pork canned during December in each of the past four years has been as follows:

December	lbs.
1939	26,172,605
1938	18,040,443
1937	11,282,998
1936	15,329,170

DIRECT HANDLING CHARGES

Interstate Commerce Commission will investigate the extent of services which should be performed by railroads under line-haul rates in delivering direct livestock shipments at the Cleveland Union Stock Yards. The railroads have asked the commission to determine where their transportation duty ends on direct shipments, declaring that they had been unable to arrive at an understanding with yards company on charges for loading and unloading such traffic.

**HAVE YOU EVER
ASKED YOUR**

Grocer

**TO FLAKE A POUND OF CORN...
OR PUFF A POUND OF WHEAT?**



Yet bacon—at one time a more popular item on the breakfast menu than either corn flakes or puffed wheat—is frequently offered to the buying public in bulk.

Merchandise Bacon In "Breakfast Packages"

To compete with other breakfast favorites bacon, too, should be offered in sanitary, eye-appealing cartons—a merchandising principle which has paid dividends for cereal manufacturers. Customers appreciate the added convenience, sanitation, and appetizing goodness of packaged bacon.

Sutherland's long experience in developing and producing packing house packages is at your disposal if you'll fill out and mail the coupon below. No obligation, of course.

SUTHERLAND PAPER COMPANY, Kalamazoo, Michigan. Dept. N.P.-1

Gentlemen:

Kindly send us samples and information on cartons for the following products:

Bacon ☐ Lard ☐ Butter ☐
Sausage ☐ Shortening ☐ Eggs ☐
Frankfurters ☐ Oleomargarine ☐ Frozen Meat ☐

Firm Name.....

Street.....

City.....

State.....

PRAGUE POWDER

Registered U. S. Patent Nos. 2054623, 2054624, 2054625, 2054626

CAREFUL THINKING is necessary
Treat each ham as an individual. Cure your
hams with **PRAGUE POWDER**.

PRAGUE POWDER pickle is ripe; it is developed
one step further than fresh pickle. Its absorption
creates immediate action as a color fixative and
as a cure. You can spray pump, using several
stitches in your smoked hams. **PRAGUE POWDER**
pickle is a perfect pumping pickle. It is absorbed
more quickly in the muscles and joints than any
other pickle and makes the "short time cure" in
3 to 7 days.

IT'S RIPE



IT'S TENDER

Our **PRAGUE** Stainless Steel Percentage Scale
weighs correctly - You will like it.



ADD
10%
NO
MORE
NO
LESS

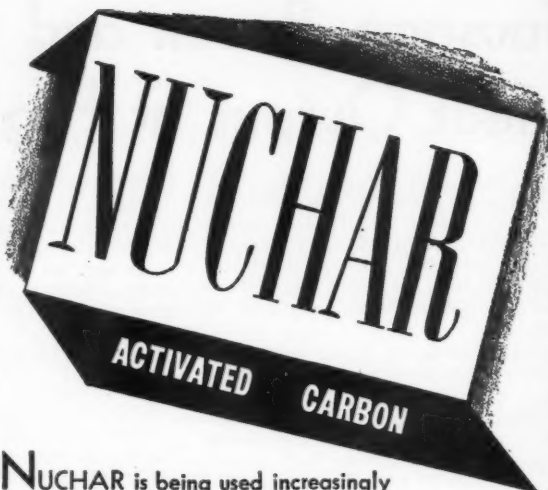
IT
PAYS
TO
BE
CAREFUL

THE GRIFFITH LABORATORIES

1415-1431 WEST 37th ST., CHICAGO, ILLINOIS

Eastern Factory: 35 Eighth St., Passaic, New Jersey

Canadian Factory and Office: 1 Industrial St., Leaside, Toronto 12, Ontario



NUCHAR is being used increasingly
in the refining kettle in place of fullers
earth. Only about a quarter as much
NUCHAR is necessary to produce a
sparkling white lard that is sweet and
odorless. The particular advantage of
NUCHAR is that it does away with that
characteristic flat fullers earth flavor and
serves to stabilize the lard.

INDUSTRIAL CHEMICAL SALES

230 Park Avenue

CHICAGO

15 E. Wacker Drive

PHILADELPHIA

1322 Market Bldg.

New York City

CLEVELAND

417 Summit Bldg.

Take advantage of the new features in the O'CONNOR RIND REMOVER



...**W. H. O'CONNOR**...

203 Hollywood Ave., East Orange, N. J.

HAM BOILERS CLEANED SAFELY

Want a safe, easy way to clean alu-
minum ham boilers? Then investigate
the low-cost Oakite method. Washing
in recommended Oakite solution, fol-
lowed by light brushing, removes
grease and fats thoroughly, quickly.
Aluminum is not etched or tarnished.
Write for full data.

OAKITE PRODUCTS, INC., 30A THAMES ST., N.Y.C.
Representatives in All Principal Cities of the U. S.

SAVE MONEY
ON THESE JOBS
CLEANING

HAM BOILERS
BACON HOOKS
HOG TROLLEYS
MEAT TRUCKS

OAKITE *Certified* **CLEANING**
MATERIALS & METHODS FOR EVERY CLEANING REQUIREMENT

Steady Tallow and Grease Tone Develops During Week

Turnover estimated above 1,000,000 lbs.—N. Y. extra advances $\frac{1}{8}$ c on spot material; futures inactively firmer—Greases moderately active—By-products slump on slow trade.

TALLOW.—The tallow futures market at New York displayed a steadier tone the past week, with turnover estimated at upwards of 1,000,000 lbs. Sales of extra, both spot and as far ahead as March delivery, were put through on a basis of $\frac{5}{8}$ c delivered, or an advance of $\frac{1}{8}$ c on spot material, remaining unchanged on the week on futures. A large Midwestern soaper was credited with having absorbed both nearby and later material, forcing local consumers to meet the quoted levels.

In some quarters, it was thought that support of inventory was being tendered the market by consumers. However, it was apparent that but little absorption was required to firm up the nearby situation. At the same time, soapers were not inclined to climb for material, apparently because of the irregular downward tendency on the part of lard and most other commodities.

At New York, edible was quoted at $\frac{5}{8}$ c; extra, $\frac{5}{8}$ c delivered and special, $\frac{5}{8}$ c.

The New York tallow futures market, aside from some switching from February to June, was inactive but firmer. Prices were up 10 to 20 points, with January 5.35 bid, March, 5.45 bid and May, 5.50 bid.

Tallow market at Chicago was firm and experienced moderate activity this week, with considerable trading under cover. Quotations on Thursday were about on a par with those of a week earlier; most tallow and grease producers were in a comfortable position for the near future as to stocks. Large consumer interest centered on March and later delivery early in the week. Prime tallow sold middle of week at $\frac{5}{8}$ c, Kansas City, and $\frac{5}{8}$ c, Cincinnati, for March delivery; unconfirmed report of a tank of prime at $\frac{5}{8}$ c, Cincinnati. Special sold middle of week at $\frac{5}{8}$ c, Chicago, after being wanted earlier at that figure; another tank very good special sold same day at this figure in another direction. Couple tanks No. 1 tallow sold at first of week at $\frac{5}{8}$ c, Chicago. Another tank sold early in week at same figure at outside point; tank also reported at $\frac{5}{8}$ c, Cincinnati. Sales of No. 3 tallow reported middle of week at $\frac{5}{8}$ c, Southeast, with unconfirmed reports in other directions of $\frac{1}{8}$ c up or down. Quotations on Thursday were:

Edible tallow.....	$\frac{5}{8}$ c @ $\frac{5}{8}$ c
Pacey tallow.....	$\frac{5}{8}$ c @ $\frac{5}{8}$ c
Prime packers.....	$\frac{5}{8}$ c @ $\frac{5}{8}$ c
Special tallow.....	@ $\frac{5}{8}$ c
No. 1 tallow.....	@ $\frac{5}{8}$ c

STEARINE.—The stearine market was moderately active and steady this week at New York. A couple of cars of oleo sold at $\frac{6}{8}$ c, or unchanged from the previous week.

At Chicago, the market was quiet but steady. Prime was quoted at $\frac{6}{8}$ c.

OLEO OIL.—Routine conditions continued to prevail in this market at New York and prices were steady. Extra was quoted at $\frac{7}{8}$ @ $\frac{7}{8}$ c; prime, $\frac{7}{8}$ @ $\frac{7}{8}$ c, and lower grades, $\frac{6}{8}$ @ $\frac{7}{8}$ c.

At Chicago, steady but quiet conditions prevailed. Extra was quoted at $\frac{7}{8}$ c.

LARD OIL.—Demand was rather quiet at New York, but prices were unchanged. No. 1 was quoted at $\frac{8}{8}$ c; No. 2, $\frac{8}{8}$ c; extra, $\frac{9}{8}$ c; extra No. 1, $\frac{8}{8}$ c; winter strained, $\frac{9}{8}$ c; prime burning 10c, and inedible, $\frac{9}{8}$ c.

(See page 37 for later markets.)

NEATSFOOT OIL.—A quiet demand but steady tone ruled the market at New York. Cold test was quoted at $\frac{19}{8}$ c; extra, $\frac{9}{8}$ c; No. 1, $\frac{8}{8}$ c; prime, $\frac{9}{8}$ c and pure, $\frac{14}{8}$ c.

GREASES.—A steadier tone in a moderately active trade was noted in the grease market at New York this week. Sales of yellow and house were reported at $\frac{5}{8}$ c, or $\frac{1}{8}$ c above the previous week. A firm tone in tallow and modest rallies in lard at times, along with no particular pressure of offerings from grease producers, accounted for the market's action, plus evidence of more disposition on the part of consumers to take hold.

At New York, choice white was quoted at $\frac{5}{8}$ @ $\frac{5}{8}$ c; yellow and house $\frac{5}{8}$ c, and brown, $\frac{4}{8}$ @ $\frac{4}{8}$ c.

As in case of tallows, buyers have been showing discrimination as to delivery dates on greases this week at Chicago. After scattered trading on Tuesday, buyers withdrew, with large consumer interest centered on March and later delivery. White grease was salable at $\frac{5}{8}$ c, Chicago, toward end of week; offered at $\frac{5}{8}$ c. Tank of this material sold middle of week at $\frac{5}{8}$ c, Kansas City; salable middle of week at $\frac{5}{8}$ c, Cincinnati, March. At first of week, this material sold at $\frac{5}{8}$ c, Cincinnati, prompt, and at same figure at Chicago. Yellow grease sold late in week at $\frac{5}{8}$ c, Chicago; has been moving at this price throughout week after sale first of week at $\frac{4}{8}$ c, Chicago. Couple tanks brown grease sold at $\frac{4}{8}$ c, Chicago, for February delivery, at first of week. Thursday's quotations at Chicago were:

Choice white grease.....	$\frac{5}{8}$ c @ $\frac{5}{8}$ c
A-white grease.....	$\frac{5}{8}$ c @ $\frac{5}{8}$ c
B-white grease.....	@ $\frac{5}{8}$ c
Yellow grease, 10-15 f.f.a.....	@ $\frac{5}{8}$ c
Yellow grease, 16-20 f.f.a.....	@ $\frac{5}{8}$ c
Brown grease.....	$\frac{4}{8}$ c @ $\frac{4}{8}$ c

BY-PRODUCTS MARKETS

Chicago, January 25, 1940.

By-products nominally easier this week. Trading extremely limited throughout the list.

Blood.

Dried blood nominally lower; buyers backed away this week.

	Unit
	Ammonia.
Unground	\$ 3.30 @ 3.50

Digester Feed Tankage Materials.

Unconfirmed sale of 11-12% unground feeding tankage at \$3.75, Chgo., late in week, but market generally quoted nominally below this figure. Price below represents buyers' ideas.

Unground, 11 to 12% ammonia.....	\$ @ 3.60
Unground 6 to 10%, choice quality...	4.00 @ 4.10
Liquid stick.....	2.25 @ 2.50

Packinghouse Feeds.

Packinghouse feeds easier at end of week on slow trading. Supplies continue about normal.

	Carlots, Per ton.
60% digester tankage.....	\$ @ 55.00
50% meat and bone scraps.....	@ 47.50
Blood-meal	@ 65.00
Special steam bone-meal.....	@ 45.00

Bone Meals (Fertilizer Grades).

Bone meals reported quiet and about unchanged this week.

	Per ton.
Steam, ground, 3 & 50.....	\$32.50 @ 35.00
Steam, ground, 2 & 26.....	@ 32.50

Fertilizer Materials.

This market continues generally nominal; easier this week.

	Per ton.
High grd. tankage, ground, 10@11% am.....	\$ 3.25 @ 3.50 & 10c
Bone tankage, ungrd., per ton.....	22.50 @ 25.00
Hoof meal.....	2.75 @ 2.85

Dry Rendered Tankage.

Crackling prices nominally lower; some light trading reported. Car or two of low test said to have moved this week in range shown, Chgo. Car high test reported early in week at \$.72 $\frac{1}{2}$, Chgo.

Hard pressed and expeller unground, up to 48% protein (low test)...	.75 @ .77 $\frac{1}{2}$
above 48% protein (high test)...	.72 $\frac{1}{2}$ @ .75
Soft prod. pork, ac. grease and quality, ton	47.50 @ 50.00
Soft prod. beef, ac. grease and quality, ton.....	37.50 @ 40.00

Gelatine and Glue Stocks.

Gelatine and glue stock market unchanged.

	Per ton.
Calf trimmings	\$18.00 @ 20.00
Sinewa plies.....	@ 15.00
Cattle jaws, skulls and knuckles.....	@ 35.00
Hide trimmings.....	13.00 @ 14.00
Pig skin scraps and trim, per lb., l.c.l.	$\frac{3}{4}$ @ $\frac{3}{4}$

Horns, Bones and Hoofs.

Quiet and unchanged market.

	Per ton.
Horns, according to grade.....	\$35.00 @ 60.00
Cattle hoofs, house run.....	30.00 @ 32.50
Junk bones.....	22.50 @ 25.00

Animal Hair.

Market inactive, with no change in prices.

Winter coil dried, per ton.....	\$30.00 @ 35.00
Summer coil dried, per ton.....	22.50 @ 25.00
Winter processed, black, lb.....	$\frac{6}{8}$ @ $\frac{7}{8}$ c
Summer processed, gray, lb.....	$\frac{5}{8}$ @ $\frac{6}{8}$ c
Winter processed, gray, lb.....	$\frac{3}{4}$ @ $\frac{3}{4}$ c
Cattle switches.....	$\frac{2}{4}$ @ $\frac{2}{4}$ c

FERTILIZER PRICES

BASIS NEW YORK DELIVERY.

Ammoniates.	
Ammonium sulphate, bulk, per ton, basis ex-vessel Atlantic ports, Jan. to June, 1940.....	@ 28.00
Blood, dried, 16% per unit.....	@ 3.35
Unground fish scrap, dried, 11½% ammonia, 16% B. P. L., f.o.b. fish factory.....	4.25 & 10c
Fish meal, foreign, 11½% ammonia, 10% B. P. L., c.i.f. spot.....	@ 51.00
Jan. shipment.....	@ 51.00
Fish scrap, acidulated, 7% ammonia, 3% A. P. A., f.o.b. fish factories.....	2.50 & 50c
Soda nitrate, per net ton: bulk, Jan. to June, 1940, inclusive, ex-vessel Atlantic and Gulf ports.....	@ 27.00
in 100-lb. bags.....	@ 28.30
Fertilizer (tankage, ground, 10% ammonia, 10% B. P. L., bulk.....	3.15 & 10c
Feeding (tankage, unground, 10-12% ammonia, 15% B. P. L., bulk.....	3.40 & 10c
Phosphates.	
Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.....	@ 32.00
Bone meal, raw, 4½% and 50%, in bags, per ton, c.i.f.....	@ 30.00
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% fat.....	@ 8.50
Dry Rendered Tankage.	
50/55% protein, unground.....	@ 72½c
60% protein, unground.....	@ 75c

EASTERN FERTILIZER MARKETS

New York, January 24, 1940.

The various markets are still weak, due to lack of demand, and trading is rather limited.

Cracklings are selling at 75c per unit, f.o.b. New York, and 72½c per unit at outside points. Some South American 60 per cent ground cracklings were reported sold at 80c per unit, c.i.f.

Blood is quoted at about \$3.35 per unit, f.o.b. New York, and South American for shipment is offered at \$3.30. Little trading is reported in tankage.

Japanese sardine meal is still easy in price, in spite of the expiration of the Japanese trade treaty and stocks at Coast ports are rather ample. There is still a demand for sulphate of ammonia for export.

CAKE AND MEAL EXPORTS

Cottonseed meal exported from the United States in November totaled 533 tons, valued at \$21,806; soybean oil-cake and meal, 8,235 tons, valued at \$231,822; other oil cake meal, 137 tons, valued at \$3,972.

Coconut or copra oil-cake and oil-cake meal imported from the Philippine Islands totaled 13,456,290 lbs. and from Mexico, 800,000 lbs. Soybean oil-cake from Kwantung totaled 1,200,000 lbs.

TALLOW FUTURE TRADING

Monday, Jan. 22.—Close: Mar. 5.50 b; May 5.55 b; no sales.

Tuesday, Jan. 23.—Close: Mar. 5.45; May 5.50 b; no sales.

Wednesday, Jan. 24.—Close: May and July, 5.45 b; no sales.

Thursday, Jan. 25.—Close: Mar. 5.40 b; May 5.45 b; no sales.

Friday, Jan. 26.—Close: May 5.40 b; July 5.45 b; no sales.

U. S. a Net Food Fats Exporter During 1939

The United States returned to its pre-drought position as a net exporter of food fats and oils during 1939, according to a review of the fats and oils situation by the U. S. Department of Agriculture. From 1935 through 1938, the United States had been a net importer of food fats as well as technical fats, largely because of the adverse effects of drought on domestic production.

Difficulty in finding profitable export markets for the large domestic surplus of lard and soybean oil, coupled with a large supply of cottonseed oil, was one of the principal causes for general weakness in prices of domestic food and soap fats and oils during the past year. Approximately 8,400 million lbs. of fats and oils were produced from domestic materials in the United States in 1939. Such production was about 400 million lbs. larger than in 1938 and was the largest on record.

Despite sharp gains in September, prices of most domestic fats and oils averaged lower in 1939 than in any of the preceding five or six years. Prices of several of the imported fats and oils averaged about the same as a year earlier, while some of the imported items scored sharp advances.

Exports of lard and soybeans gained substantially in November. For the three months, September-November, 1939, lard exports amounted to nearly 70 million lbs. compared with 56 million lbs. in the corresponding period of 1938. Exports of soybeans totaled over 6 mil-

lion bu. compared with 2 million bu. a year earlier. The United Kingdom took somewhat less lard than in the previous year, but other countries took considerably more.

Lard exports for 1939, including shipments to noncontiguous territories, are estimated to have totaled more than 300 million lbs. compared with 234 million lbs. in 1938, and a pre-drought (1929-33) average of 666 million lbs. Domestic production of soybeans for 1939 is now estimated at about 87 million bu. compared with 63 million bu. in 1939 and a five-year (1929-33) average of 14 million bu.

FARM PRODUCTS RESEARCH

Endless possibilities for developing new uses for agricultural products still exist in farm chemistry, according to a number of representatives of chemical and industrial firms who appeared recently in Washington before a House subcommittee on farm chemistry.

Victor Conquest, research chemist for Armour and Company, said that industry needs government help in fundamental research because no commercial organization can long support a research program which does not produce immediate results useful in its specific field. Commenting on oils and fats, he declared that in the future chemistry would make it possible to adapt any oil to almost any use.

Watch Classified page for good men.

COTTONSEED PRODUCTS MANUFACTURED AND CONSUMED

As reported for the five months ended December 31, 1939 and 1938:

	COTTONSEED RECEIVED, CRUSHED, AND ON HAND (TONS)					
	Received at mills* Aug. 1 to Dec. 31, 1939.	Crushed Aug. 1 to Dec. 31, 1939.	Received at mills* Aug. 1 to Dec. 31, 1938.	Crushed Aug. 1 to Dec. 31, 1938.	On hand at mills Dec. 31, 1939.	On hand at mills Dec. 31, 1938.
United States.....	3,580,735	3,657,989	2,539,426	2,621,914	1,161,935	1,368,335
Alabama.....	166,114	237,230	143,833	185,067	33,196	64,181
Arizona.....	74,197	67,180	41,241	35,117	35,580	34,824
Arkansas.....	429,735	433,446	262,559	273,197	170,931	186,471
California.....	156,320	135,682	70,784	88,289	90,409	66,197
Georgia.....	291,163	248,872	231,559	204,636	78,795	59,120
Louisiana.....	190,386	159,746	150,186	135,820	40,747	29,566
Mississippi.....	568,047	606,254	377,167	385,362	212,673	262,600
North Carolina.....	140,389	118,964	106,851	108,875	34,787	22,894
Oklahoma.....	141,348	172,136	117,298	130,579	24,847	45,277
South Carolina.....	172,535	124,110	148,009	115,775	25,426	9,594
Tennessee.....	323,014	338,307	188,290	200,981	142,680	149,555
Texas.....	825,703	919,790	694,973	715,150	223,798	338,713
All other states.....	103,754	96,122	51,406	60,073	53,066	41,807

*Includes 4,508 tons seed destroyed at mills in 1938 but not 120,626 and 337,118 on hand Aug. 1 and 14,090 and 15,208 reshipped for 1939 and 1938 respectively.

COTTONSEED PRODUCTS MANUFACTURED, SHIPPED OUT, AND ON HAND

	Season		Produced Aug. 1 to Dec. 31		Shipped out Aug. 1 to Dec. 31		On hand Dec. 31	
	1939-40	1938-39	1939-40	1938-39	1939-40	1938-39	1939-40	1938-39
Crude oil.....	72,066,763	789,721,866	789,721,866	774,977,081	774,977,081	774,977,081	181,234,819	312,819
Refined oil.....	33,533,717	33,533,717	33,533,717	33,533,717	33,533,717	33,533,717	175,464,446	175,464,446
(pounds).....	1,600,035,917	1,600,035,917	1,600,035,917	1,600,035,917	1,600,035,917	1,600,035,917	1,600,035,917	1,600,035,917
(pounds).....	487,927,962	487,927,962	487,927,962	487,927,962	487,927,962	487,927,962	487,927,962	487,927,962
Cake and meal.....	119,718	1,138,016	1,138,016	1,037,940	1,037,940	1,037,940	219,794	219,794
(tons).....	214,611	1,173,940	1,173,940	1,075,741	1,075,741	1,075,741	312,819	312,819
Hulls.....	77,087	642,956	642,956	553,715	553,715	553,715	181,022	181,022
(tons).....	139,153	678,594	678,594	630,725	630,725	630,725	344,022	344,022
Linters.....	479,516	630,328	630,328	765,122	765,122	765,122	535,471	535,471
(running bales).....	457,464	635,768	635,768	557,785	557,785	557,785	13,771	13,771
Hull fiber.....	24,931	17,589	17,589	29,145	29,145	29,145	21,181	21,181
(500 lb. bales).....	30,534	21,615	21,615	20,968	20,968	20,968	26,614	26,614
Grabbots, motes, etc.....	30,642	27,846	27,846	31,872	31,872	31,872	41,801	41,801
(500-lb. bales).....	36,592	31,570	31,570	26,631	26,631	26,631	26,631	26,631

*Includes 5,986,685 and 79,636,256 pounds held by refining and manufacturing establishments and 13,594,470 and 34,368,120 pounds in transit to refiners and consumers August 1, 1939 and Dec. 31, 1939 respectively.

*Includes 13,471,938 and 9,533,996 pounds held by refiners, brokers, agents, and warehouses at places other than refineries and manufacturing establishments and 3,292,550 and 6,414,717 pounds in transit to manufacturers of shortening, oleomargarine, soap, etc., August 1, 1939 and Dec. 31, 1939 respectively.

**Produced from 668,740,760 pounds of crude oil.

Oil Futures Unsteady on Selling; Rally at Midweek

Lack of cash demand and lower trend in allied markets bring liquidation—Hedges lifted on scale downward—Crude oil strongly held with early sales at 6c and 5½c—Soybean oil active at lower prices.

COTTONSEED oil futures market at New York continued to display an unsteady undertone and was called upon to absorb considerable speculative liquidation this week. Lack of improvement in cash oil demand, and a lower trend in allied and outside markets discouraged holders of oil in some cases, but the trade bought actively in lifting hedges on a scale downward.

This demand and a stronger technical position, with some recovery in outside markets, brought a rally in futures at midweek. Buying was of a much better character than selling, but as oil stocks are liberal, and lard supplies are increasing steadily, there has been a somewhat general feeling that the oil market needs better consuming demand to maintain the bulges.

Consumers were inclined to operate in a hand-to-mouth way, working on stocks as far as possible, and have undoubtedly been influenced by the recent action of prices. While it was difficult to secure confirmation, there were rumors that the trade has been cancelling contracts on actual oil. This tendency was not believed to have been general and had little effect on prices.

Consumers' Stocks Low

According to cash handlers, consumers' stocks are none too large and are being cut down from day to day. Handlers expect that demand will expand with any strength in the market.

It becomes more and more evident that stocks of oil are in strong hands. At no time was there any pressure of actual oil. Refiners, instead of placing hedges in the futures market, are taking hedges out of the ring. Crude oil is not moving freely in the South. The crush has been pretty well marketed and little pressure is expected from that direction during the balance of this season.

Development of extremely cold weather throughout the South was considered bearish since the low temperatures would probably kill the weevil.

Crude oil traded at 6c and at 5½c in a small way in the Southeast and Valley.

It was reported this week that about 800 tons of Egyptian cottonseed oil had arrived at New York. It was also disclosed that 1,100 to 1,500 tons of Brazilian cottonseed oil had arrived since the middle of December. This had little significance since it was known that the oil was for trans-shipment to Canada.

While it is early to predict January consumption, some interests believe that distribution in the first month of 1940 will run favorably compared with January, 1939, when consumption was 230,000 bbls.

Lard continued at sizeable discounts under cottonseed oil. The March and May deliveries have been running more than ½c below the same months for oil. There was some evidence of additional selling of cottonseed oil futures against purchases of lard futures.

COCONUT OIL.—Offerings were scarce in the New York market. It was intimated that this was partly due to a good demand for package goods. At New York, bulk oil was quoted at 3¼c and tanks at 3½c. On the Pacific coast nearby was called 3c nominal and shipment 2½c.

SOYBEAN OIL.—A fairly active trade was noted at New York. Prices eased to 5½c. Offerings were mostly from resellers. However, there were some reports of mill selling, but most mills were reported holding for 5½c@5½c. The soy bean market was weaker, but had little influence on the oil market.

CORN OIL.—There was some buying interest at New York on a basis of 6c. Offerings were light and sellers' ideas were around 6½c.

PALM OIL.—The first offerings of West African oil were reported in the market this week. Nigre spot in tanks was quoted at 5c; drums, 5½c, and 10 per cent acid in tanks, 4½c. Spot Sumatra oil was 4½c nominal and shipment in bulk was 3½c.

OLIVE OIL FOOTS.—Spot tanks at

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., January 25, 1940.—Cotton oil futures were down about ¼c a lb. during the past week, with crude still firmly held at 5½c@6c lb., with offerings almost nil. Bleachable was steady to firm. With differentials improving between lard and oil mills expect increasing demand for cotton oil and higher prices, as seed and hog receipts diminish.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Texas, January 25, 1940.—Forty-three per cent cottonseed cake and meal basis Dallas for interstate shipment quoted at \$34.00. Prime cottonseed oil quoted at 5½c@5½c lb. nominal, depending on location.

New York were quoted at 8¼c, but new crop foots for shipment were reported available at 7½c.

PEANUT OIL.—The market was quiet at New York. Prices were unchanged at 6½c@6½c, Southeast.

COTTONSEED OIL.—Valley and Southeast crude was quoted Wednesday at 5½c nominal. Texas 5½c at common points, and Dallas, 5½c.

Futures market transactions for the week in the New York market were as follows:

FRIDAY, JANUARY 19, 1940.

	Sales.	Range.—		Closing.—	
		High.	Low.	Bid.	Asked.
February	20	708	702	695	nom
March	1	719	719	706	nom
April	1	719	719	711	714
May	1	719	719	711	nom
June	14	730	722	722	trad
July	4	734	727	727	nom
August	4	734	727	727	trad
September	4	734	727	727	trad

Sales 39 contracts.

SATURDAY, JANUARY 20, 1940.

February	695	nom
March	700	nom
April	706	nom
May	711	715
June	711	nom
July	722	726
August	727	nom
September	726	730

Sales 8 contracts.

MONDAY, JANUARY 22, 1940.

February	690	nom
March	691	nom
April	696	nom
May	702	703
June	708	nom
July	713	718
August	718	nom
September	718	719

Sales 30 contracts.

TUESDAY, JANUARY 23, 1940.

February	670	bid
March	676	trad
April	681	nom
May	687	trad
June	692	nom
July	697	trad
August	700	nom
September	702	706

Sales 259 contracts.

WEDNESDAY, JANUARY 24, 1940.

February	680	nom
March	684	688
April	689	nom
May	695	696
June	700	nom
July	708	708
August	711	nom
September	704	713

Sales 61 contracts.

THURSDAY, JANUARY 25, 1940.

March	687	678	675	bid
May	697	690	690	nom
July	710	701	700	bid
September	708	702	702	nom

(See page 37 for later markets.)

DECEMBER MARGARINE TAX

Taxes paid on oleomargarine during December, 1939 and 1938, according to the report of the U. S. Bureau of Internal Revenue were as follows:

	1939.	1938.
Excise taxes.....	\$ 60,086.07	\$ 81,575.77
Special taxes.....	17,514.64	18,985.49
Total	\$ 78,200.71	\$ 100,561.26

Quantity of product on which tax was paid during December, 1939, totaled 29,858 lbs. of colored margarine and 22,959,816 lbs. of uncolored; during December, 1938, tax was paid on 29,524 lbs. of colored and on 31,411,408 lbs. of uncolored margarine.

HIDES AND SKINS

Packer hides easy and inactive—Buyers talking cent down, packers awaiting quantity bids—Packer light calfskins decline 2½c — Over-weight kipskins sell 2c lower.

Chicago

PACKER HIDES.—There has been no follow-up business since last week's fairly heavy movement of hides and weakness in hide futures, as well as lack of active buyer interest in the spot market, gives the market in general a weak undertone. The only trading reported so far was a car of Dallas light native cows and extreme light native steers at 14¼c, figuring about steady basis.

Offerings of re-sale hides from speculative hands have also been a factor, since such hides are of earlier dating and get preference over packers' current winter offerings.

Buyers are inclined to wait and are talking around a cent lower, contending that offerings are available at a half-cent down from last trading prices in some directions. A slight firming of hide futures at mid-week broke off some negotiations but, with the later easing off of futures, packers were again open to bids. Packers are inclined to keep the winter hides moving and maintain their more than usual closely sold up position on winter stocks, but they indicate that they want bids for sufficient quantities to clear their current production before considering any readjustment in prices.

Prices are quoted nominally in a range, representing buyers' ideas and last trading prices; barring some outside stimulant to the market, there is a possibility of trading developing within this range before the close of the week.

Withdrawals of hides from Exchange warehouses during the first 23 days of Jan. totaled 53,740, as against 46,549 for same period in Dec.

LATER: One packer sold 2500 Jan. native steers at 12¼c; butt brands offered at 12¼c, and Colorados at 12½c; total of 6,000 Dec.-Jan. heavy native cows sold at 12¼c; 10,000 northern and small plant light native cows, mostly Jan., sold at 13c; branded cows offered at 12¼c.

OUTSIDE SMALL PACKER HIDES.—Several lots of outside small packer all-weights running 46-47-lb. avge. sold at 12¼c, selected, Chgo. freight basis, brands ½c less; bulls were included in a range of 8¼@9c for native bulls and ½c less for brands. Couple mixed lots of Jan. take-off around 51-lb. avge. were offered at 12¼c and unsold, while some heavier hides were reported a shade under this figure; choice light hides, if available, might bring ¼@½c more.

PACIFIC COAST.—Confirmation is

awaited on a report that one Pacific Coast packer late this week sold Dec. hides at 11c, flat, for steers and cows, f.o.b. shipping points.

LATER: Further trading in Pacific coast market, total of 25,000 Dec.-Jan. hides confirmed at 11c, flat, for steers and cows, f.o.b. shipping points.

FOREIGN WET SALTED HIDES.—The South American market was fairly active, sagging off fractionally early and later recovering part of the decline. At the end of last week, 4,000 LaPlata steers sold at 98½ pesos, equal to 14¼c, c.i.f. New York, as against 100 pesos or 14¼c paid earlier. There was a movement of 8,000 Sansinenas and 4,000 more Argentine standard steers to England, and 4,000 more to the States, early this week at 96½ pesos or 14¼c. Later, 6,000 LaPlatas and 4,500 Smithfield steers were reported sold to European buyers at 98 pesos or 14¼c.

COUNTRY HIDES.—The enthusiasm of buyers has cooled toward country hides, and market appears easier. Offerings are more liberal on some tanner selections, with very little call for some descriptions, but buyers of all-weights report offerings not as free as generally expected. Several cars untrimmed all-weights around 47-lb. avge. sold at 11¼c, selected, del'd Chgo., while buyers now talk 11c as their paying limit. Heavy steers and cows dull and nominal at 9½@9¾c, flat, trimmed. Buff weights slow and quoted around 12c, selected, some quoting 11¼@12c, trimmed. While good trimmed extremes are priced out at 13¼@14c, selected, demand is not so keen and some quote 13@13¼c nom.; some are doubtful if a bid over 13c could be obtained at the moment and give this figure as buyers' ideas of top. Bulls quoted 7@7¼c nom. Glues listed around 9c nom. All-weight branded hides around 10c, flat.

CALFSKINS.—The feature of the market this week was the sharp decline in packer light calfskins, despite the closely sold up position of the market in general. Demand for light calf has been less active recently and packers accepted bids figuring about 2¼c under the usual parity with recent sales of heavy calf. One packer sold 12,000 Jan. light calf, under 9½ lb., at 23c; another packer moved Jan. production of about 5,000 lights, and a third packer sold Jan. production consisting of a car light calf at 23c; these packers are now well sold up to end of Jan. Heavy calfskins, 9½/15 lb., are closely sold up into late Jan. in most directions, with 26¼c paid previous week for northern heavies and 25¼c for River points; while these figures are probably not representative of present market, some feel that the differential may widen to more than the usual cent in favor of heavies.

City calfskins weakened in sympathy and one collector sold a car Chgo. city 8/10 lb. at 20c; bids of 21c were re-

ported for 10/15 lb., and one bid of 21¼c reported, but some are thought to be available at 21¼c. Outside cities, 8/15 lb., quoted around 20c nom.; straight countries down to 15c flat. Three cars city light calf and deacons sold at \$1.35, a decline of 20c.

KIPSKINS.—Kipskins are lower but trading awaited to more clearly define values. One packer sold 1,700 southern kips from desirable point at 20c for southern natives, and 18c for brands; on this basis, northern natives are quoted nominally around 21c, or 1¼c down. However, 4,000 southern over-weight kips sold at 18c, or 2c under last previous sale; northern over-weights nominal at 19c.

LATER: Two packers sold 3,000 Dec. northern over-weight kips at 18¼c.

Chicago city kipskins nominal at 18@18¼c, with last actual sale at 20¼c; offerings and demand both limited. Outside cities around 17¼@18c nom.; straight countries about 14c flat.

Packers are sold up on regular slunks to end of Jan., with \$1.20 last paid.

HORSEHIDES.—Market slow on horsehides but scattered sales reported in the range of prices quoted. Good city renderers, with manes and tails, quoted \$5.10@5.25, selected, f.o.b. nearby sections; ordinary trimmed renderers \$4.85@5.00, del'd Chgo. Mixed city and country lots listed \$4.50@4.75, Chgo., depending upon percentage of cities.

SHEEPSKINS.—Dry pelts quiet and nominal at 17@17¼c per lb., del'd Chgo. With the recent cold weather throughout the country, production of shearlings is necessarily limited. However, one packer reports sales of three small cars this week at steady prices of \$1.35 for No. 1's, 90c for No. 2's, and 40c for No. 3's. Pickled skins continue quiet and soft, with demand limited for present quality of production. Jan. skins are available at \$5.25 per doz. in some directions, others asking \$5.50, while buyers' ideas are not over \$5.00, but rumors of possible trading around the inside figure appear to lack confirmation so far. Packer Jan. wool pelts quoted \$2.45@2.60 per cwt. live basis for mid-western packer stock; outside small packer pelts around \$2.25@2.30 per cwt. live basis.

New York

PACKER HIDES.—The New York market is in a waiting position, pending trading to establish values. Couple packers have at least part of their Jan. production of steers, but last trading prices of 13¼c for native and butt branded steers and 13¼c for Colorados are no longer representative of the market.

CALFSKINS.—Market on calfskins is soft, especially on the light end, but no trading by collectors this week to establish values. The only sale reported was 3,000 packer 7-9's at \$2.92½, or 7½c down from the earlier asking price.

Watch Classified page for good men.

NEW YORK HIDE FUTURES

Saturday, Jan. 20.—Close: Mar. 14.33 n; June 14.60; Sept. 14.82@14.90; Dec. 15.03 n; 24 lots; 4 higher to 2 lower.

Monday, Jan. 22.—Close: Mar. 14.20; June 14.47 b; Sept. 14.75; Dec. 14.98 n; 127 lots; 5@13 lower.

Tuesday, Jan. 23.—Close: Mar. 13.90; June 14.18; Sept. 14.45@14.50; Dec. 14.68 n; 377 lots; 29@30 lower.

Wednesday, Jan. 24.—Close: Mar. 14.03@14.05; June 14.29; Sept. 14.54@14.57; Dec. 14.76 n; 297 lots; 8@13 higher.

Thursday, Jan. 25.—Close: Mar. 13.86; June 14.12@14.14; Sept. 14.37@14.40; Dec. 14.59 n; 236 lots; 17 lower.

Friday, Jan. 26.—Close: Mar. 13.70@13.72; June 13.93@13.95; Sept. 14.19 b; Dec. 14.42 n; 286 sales; closing 16@19 lower.

CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended January 20, 1940, were 4,871,000 lbs.; previous week 5,686,000 lbs.; same week last year, 6,343,000 lbs. Jan. 1 to date, 15,413,000 lbs.; same period last year, 17,141,000.

Shipments of hides from Chicago for week ended January 20, 1940, were 5,309,000 lbs.; previous week 5,012,000 lbs.; same week last year 4,418,000 lbs. Jan. 1 to date, 13,935,000 lbs.; same period last year, 11,765,000 lbs.

DECEMBER PORK EXPORTS

Preliminary figures covering December exports from the United States, as obtained by the Institute of American Meat Packers, are as follows:

	Lbs.
Lard	18,917,000
Bacon	1,570,000
Ham	4,056,000
Fresh pork	6,722,000

November lard exports were 25,706,000 lbs., hams and shoulders, 2,131,000 lbs., and fresh pork, 2,468,000 lbs.

ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to Jan. 26, 1940: To the United Kingdom, 80,042 quarters; to the Continent, none. A week ago, to the United Kingdom, 98,160 quarters; to the Continent, 92,062 quarters.

BUYING HOGS

Does your hog buyer know all he should about the hogs he buys? Wouldn't "PORK PACKING," The National Provisioner's plant handbook, be a good investment for you in bringing buying price in closer relation to cut-out value?

The National Provisioner—January 27, 1940

WEEK'S CLOSING MARKETS

FRIDAY'S CLOSING

Provisions

Hog products were quiet and barely steady during the latter part of the week with no new features. Packers were selling and commission houses buying lard.

Cottonseed Oil

Cotton oil was quiet and barely steady. Domestic cash trade was quiet; export interest was better. It is understood that a couple hundred tons of cottonseed oil were sold to Europe with further inquiries in the market. Southeast crude, 5% c lb. nom.; Valley, 5% c lb. sales; Texas, 5% c lb. nom.; soy bean oil, 5% c lb. sales and bid.

Quotations on bleached cottonseed oil at close of market on Friday were: March, 6.78; May, 6.90@6.92; July, 7.01@7.03; Sept., 7.06; 104 lots; closing firm.

Tallow

New York extra tallow was quoted at 5 1/2 c lb.

Stearine

Stearine was quoted 6% c lb.

Friday's Lard Markets

New York, January 26, 1940.—Prices are for export. Lard, prime western, 6.60@6.70c; middle western, 6.60@6.70c; city, 6 1/2 @6 1/4 c; refined continent, 6 1/2 @6% c; South American, 6% @6% c; Brazil kegs, 6% @6% c; shortening, 9 1/2 c.

CURED PORK PRICES

Prices at Chicago, December, 1939, reported by U. S. Dept. of Agriculture:

	Dec. 1939.	Nov. 1939.	Dec. 1938.
Hams, smoked, reg. No. 1—			
8-10 lbs. av.....	\$18.61	\$18.80	\$21.50
10-12 lbs. av.....	18.35	18.80	21.00
12-14 lbs. av.....	17.21	18.35	20.00
14-16 lbs. av.....	16.85	18.30	19.75
Hams, smoked, reg. No. 2—			
8-10 lbs. av.....	16.65	17.25	20.00
10-12 lbs. av.....	16.65	17.25	19.38
12-14 lbs. av.....	15.96	16.85	18.00
14-16 lbs. av.....	15.70	17.05	18.00
Hams, smoked, skinned, No. 1—			
16-18 lbs. av.....	17.81	20.40	21.75
18-20 lbs. av.....	18.18	20.40	21.75
Hams, smoked, skinned, No. 2—			
16-18 lbs. av.....	16.42	19.10	19.62
18-20 lbs. av.....	17.01	19.30	19.62
Bacon, smoked, No. 1 dry cure—			
6-8 lbs. av.....	17.30	17.80	21.50
8-10 lbs. av.....	16.52	17.20	21.25
Bacon, smoked, No. 2 dry cure—			
8-10 lbs. av.....	14.35	14.90	19.12
10-12 lbs. av.....	13.58	14.40	18.62
Picnics, smoked,			
4-8 lbs. av.....	12.86	14.45	16.12
Backs, dry salt,			
12-14 lbs. av.....	5.50	6.20	7.50
Lard—			
Refined, H. W. tubs.....	7.07	7.20	7.94
Substitutes	9.50	9.50	9.56
Refined, 1 lb. cartons.....	7.12	7.25	8.22

CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended Jan. 26, 1940, with comparisons:

	Week ended Jan. 26.	Prev. week.	Cor. week, 1939.
PACKER HIDES.			
Hvy. nat. str. 12 1/2 @13 1/4	@13 1/4	@13 1/4	@10 1/4
Hvy. Tex. 12 1/2 @13 1/4	@13 1/4	@13 1/4	@10 1/4
Hvy. butt brnd'd str. 12 1/2 @13 1/4	@13 1/4	@13 1/4	@10 1/4
Hvy. Col. 12 1/2 @13 1/4	@13 1/4	@13 1/4	@10
Ex-light Tex. 12 1/2 @13 1/4	@13 1/4	@13 1/4	9 1/4 @10
Brnd'd cows 12 1/2 @13 1/4	@13 1/4	@13 1/4	9 1/4 @10
Hvy. nat. cows 12 1/2 @13 1/4	@13 1/4	@13 1/4	9 1/4 @10
Lt. nat. cows 13 @14	13 1/4 @14	10 @10 1/4	10 @10 1/4
Nat. bulls. 9 1/4 @10	@10	@10	7 1/4 @8 1/4
Brnd'd bulls. 8 1/2 @9	@9	@9	@8 1/4
Calfekins 23 @24 1/2 n	25 1/4 @26 1/4	18 @19	@19
Kips, nat. @21 n	@22 1/4 n	@21	@16
Kips, ov-wt. @19 n	@21 n	@21	@15
Kips, brnd'd. @18	@19 n	@18	@13 1/4
Stunks, reg. @1.20	@1.20	@1.20	@80
Stunks, hrls. @65	@65	@65	@40

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND OUTSIDE SMALL PACKERS.

Nat. all-wts. @12 1/4	13 @13 1/4	9 @10 n
Branded @12	12 1/4 @13	8 1/4 @9 1/4
Nat. bulls. 8 1/4 @9	9 @9 1/4	@7 n
Brnd'd bulls. 8 @8 1/4	8 1/4 @9	@6 n
Calfekins 20 @21 1/4	21 1/4 @23	15 @16 1/4
Kips 18 @18 1/4 n	@19 1/4	@13 1/4
Stunks, reg. 1.00 @1.10 n	1.00 @1.15 n	70 @75 n
Stunks, hrls. @50 n	@50 n	@80 n

COUNTRY HIDES.

Hvy. steers. 9 1/4 @9 1/4	10 @10 1/4	7 @7 1/4
Hvy. cows. 9 1/4 @9 1/4	10 @10 1/4	7 @7 1/4
Bulls. 11 1/4 @12	12 1/4 @13	8 @8 1/4
Extremes 13 @13 1/4	@14	9 1/4 @10
Bulls. 7 @7 1/4	7 1/4 @7 1/4	5 1/4 @5 1/4
Calfekins @15	16 @16 1/4	11 @11 1/4
Kipskins @14	@15 1/4	@10 1/4
Horsehides 4.50 @5.25	4.00 @5.20	2.40 @3.10

SHEEPSKINS.

Pkr. shearlgs. @1.35	@1.35	@75
Dry pelts. 17 @17 1/4 n	17 @18 n	14 @15 n

CHICAGO HIDE FUTURES

Saturday, Jan. 20.—Close: Mar. 14.28 n; no sales; unchanged.

Monday, Jan. 22.—Close: Mar. 14.28 n; no sales; unchanged.

Tuesday, Jan. 23.—Close: Mar. 13.90 ax; no sales; 38 lower.

Wednesday, Jan. 24.—Close: Mar. 14.05; 1 lot; 15 higher.

Thursday, Jan. 25.—Close: Mar. 14.05 n; no sales; unchanged.

Friday, Jan. 26.—Close: Mar. 13.75; 1 sale; closing 30 lower.

MEAT AND LARD EXPORTS

Exports through port of New York during week ended January 25, totaled 45 bbls. of pork, 604,900 lbs. of lard and 6,500 lbs. of bacon.

LARD AND GREASE EXPORTS

Exports from New York City, week of January 20, 1940, totaled 1,274,000 lbs. of lard and 375,600 lbs. of greases.

Countrywide News Notes

(Continued from page 19.)

in Salt Lake City, Ogden, Idaho and elsewhere. W. V. Pace, general manager of the Cudahy plant in Salt Lake City, presented Mr. Whitlock with a silver service during the banquet. Mr. Whitlock will be replaced at Salt Lake City by his brother, Glenn Whitlock, who is being transferred from St. Paul.

E. C. Mitchell, for 23 years an official of the Spokane, Wash. branch of Armour and Company, has been named manager of the Portland branch, according to G. A. Campbell, Northwest sales manager for Armour. For the last seven years Mr. Mitchell has had charge of the manufacture and sale of sausage at the Spokane plant.

Great Lakes Sausage Co., Inc., Detroit, Mich., has been incorporated to deal in meat products. The president of the company is Joseph Popp.

Ike Powers, president, Home Packing and Ice Co., Terre Haute, Ind., is "getting away from it all" down in sunny Florida.

N. J. Cook of the packers and stockyards division of the U. S. Bureau of Animal Industry, has been appointed superintendent of the stock yards at South St. Paul, Minn., succeeding the late Walter A. Williams. Mr. Cook is expected to take up his new duties early in February.

Construction has begun on the new \$300,000 meat distributing plant for Safeway Stores, Inc., at Los Angeles, Calif. The plant will provide 85,000 square feet of floor area and will have concrete floors and cork insulation throughout.

Philip Schmidt, sr., pioneer wholesale and retail meat dealer and manufacturer of cooked specialties at Long Branch, N. J., passed away on January 13 at the age of 75. Since his retirement in 1918, the business has been conducted by his sons, Stephen and Philip, jr.

Peters Sausage Co., 5454 W. Vernor highway, Detroit, has been incorporated to deal in meat products.

John R. Johnston, founder in 1916 of the Wichita Desiccating Co., Wichita, Kas., and president of the company until two years ago, died on January 18 at the age of 74. Well known in the hide, wool and fur business, Mr. Johnston entered the trade about 1886. It is believed that Mr. Johnston bought the last carload of buffalo hides shipped out of Dodge City, Kas. His son-in-law, O. J. Eastman, is now president of the company and his son, John Paul Johnston, vice president.

New York News Notes

J. C. Weinrich, domestic sausage department, Wilson & Co., Chicago, was a visitor in New York last week.

The Afral Corporation, manufacturers of "Honey-Sweet" sugar cure, have moved into larger quarters at 601 W. 26th st., New York. According to presi-

dent A. M. Kasten, the increase in facilities will enable the firm to serve better its customers in the meat packing and sausage manufacturing industry.

President E. A. Cudahy, jr., and treasurer P. A. Thompson, Cudahy Packing Co., Chicago, spent a few days in New York last week.

L. O. Alkire, sausage department, and C. M. Buckel, refinery department, Swift & Company, Chicago, were in New York recently.

Max Trunz, president, Trunz Pork Stores, Inc., operator of 52 exclusive pork stores in Brooklyn and on Long Island, chose for the Trunz 1940 calendar one containing the biographies of the 32 presidents of the United States and the first ladies. A copy of this calendar has been received by the New York office of THE NATIONAL PROVISIONER.

Manager M. Weiss and his staff, representing the Dubuque Packing Company of Dubuque, Ia., in New York, have moved into larger quarters at 408 W. 14th st.

New York office of the Hunter Packing Co. of East St. Louis, Ill., is now located at 106 Gansevoort st., at which point Paul F. Davis, New York representative of the company, makes his headquarters.

The whereabouts of Max Goldman, a retail meat man, formerly of 867 De Kalb ave., Brooklyn, N. Y., are being sought by the Bushwick Savings Bank of Brooklyn, at which Mr. Goldman has an account on which no entry has been made for more than 20 years. This account is now considered abandoned according to law, and will be turned over to the state comptroller unless efforts to reach Mr. Goldman prove to be successful.

FLASHES ON SUPPLIERS

GENERAL ELECTRIC CO.—Improved business for the electrical industry during 1940, in both capital goods and consumer goods, is foreseen by Charles W. Wilson, president, General Electric Co. Mr. Wilson bases his outlook on high levels of electrical output, larger farm incomes, expanding industrial payrolls and the development and application of new forms of lighting.

TO ANTARCTIC WITH BYRD

Eight thousand of these handy 12-oz. cups, containing a total of three tons of pemmican, are among the supplies being taken on the current United States Antarctic expedition. The product contains dehydrated beef and liver, pre-cooked cereal and about 17 other ingredients.



In the News 40 Years Ago

(From The National Provisioner, Jan. 27, 1900.)

The London Grocers' Gazette reports that "Messrs. Armour and Company have supplied a sufficient quantity of their extract of beef to make at least 6,000 cups of bouillon or beef tea. The extract is a donation toward medical equipment of the hospital S.S. Princess of Wales, sent out by H.R.H. the Princess of Wales, under the auspices of the Red Cross. Armour and Company have also supplied a similar quantity of their extract toward medical equipment of the hospital S.S. Maine."

Charles Frank, whose butcher shop is at 749 Greenwich st., New York, keeps a fire burning in the back of his store in order to prevent the meat from freezing. The other night it set the house on fire, but one Burns, who lives overhead, was not awakened even by fire engines.

In the News 25 Years Ago

(From The National Provisioner, Jan. 23, 1915.)

Great Britain's preliminary reply to the note from the United States government requesting improvement in treatment of American commerce by the British fleet was made public January 10. The British communication concurs in the view that commerce between neutral nations should be interfered with only when imperatively necessary, and officials at Washington construed it as conceding that principles expressed by the American note were just and upheld by international law.

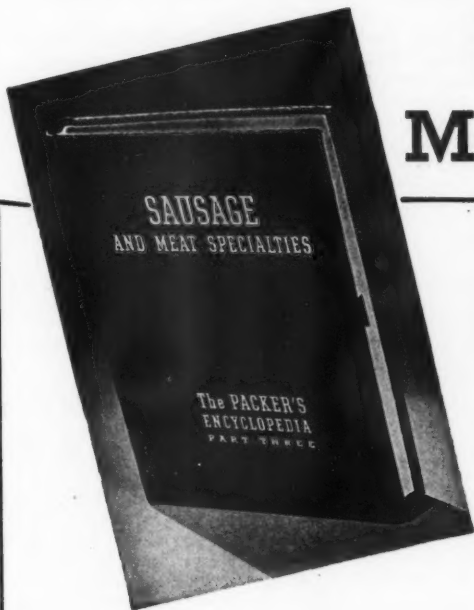
Harry C. Carr, who has been manager of Plankinton Packing Co., Milwaukee, has resigned to accept a position with Swift & Company, Chicago.

FINANCIAL NOTES

A quarterly dividend of 12½c has been declared on the common stock of Colgate-Palmolive-Peet Co., payable February 15 to shareholders of record January 24.

Kroger Grocery & Baking Co. announces a quarterly dividend of 40c on common stock. Payment will be made March 1 to shareholders of record February 2.

Is Cold Slowing Up Production In Your Sausage Manufacturing Room?



SAUSAGE AND MEAT SPECIALTIES

has the following to say in connection with temperature and humidity in the Meat Cooler:

"Temperature in the sausage meat cooler should be from 35 to 38 degrees or higher depending on the rapidity with which the sausage maker wishes the meat to cure. Meat cures faster at higher temperatures but it deteriorates more rapidly as the low temperature check on bacterial growth is removed. A curing temperature of 38 degrees has been specified in formulas in this book.

"The percentage of relative humidity in this room is important only to the extent that it should not be so high that salt in the product will attract moisture from the air continuously. On the other hand, it should be high enough to avoid excessive shrinkage and drying out of exposed meat. Allowance can be made for such shrinkage in the amount of ice or water placed in the emulsion during processing of some types of sausage.

"A relative humidity of 80 to 85 per cent usually is found satisfactory in the sausage meat cooler."

Efficient temperature and humidity conditions are given for each department of the plant in the chapter on "Refrigeration and Air Conditioning."

Refrigeration is a decided advantage in keeping product in good condition while in the sausage manufacturing room. Dexterity of workers, however, in this room is of paramount importance and there is a limit to the amount of refrigeration which can be used without impairing their efficiency.

Time studies have established a minimum temperature at which workers in this department find no difficulty in maintaining a good speed of operations. At only 5 degrees below this point, complaints are marked and there is a noticeable reduction in output per worker.

"Sausage & Meat Specialties," The National Provisioner's new book, the first of its kind on these important subjects, contains an entire chapter on "Refrigeration and Air Conditioning" in which this important subject as well as other aids to more profitable operation are thoroughly covered.

Nineteen other chapters of "Sausage and Meat Specialties" highlight Plant Operations, Plant Layout, Sausage Trouble Shooting and Dry Sausage, and present the best of approved modern sausage practice, tested formulas for sausage and all types of specialty products.

The wide range of subjects covered in this new volume, the first of its kind, makes it an indispensable aid to every Sausage Manufacturer and Sausage Maker.

Get your order in now. One case of corrected trouble will more than repay its cost . . . \$5.00 postpaid.

THE NATIONAL PROVISIONER

407 South Dearborn Street, Chicago, Illinois

LIVESTOCK MARKETS *Weekly Review*

Upswing in Hogs May Be Checked in 1940

MOST of the increase in livestock supplies during 1940 will be in grain-fed cattle and hogs, the Bureau of Agricultural Economics points out in its January livestock summary. The bureau states that the upward trend in hog production, which began in early 1938, may be checked in 1940.

This forecast is based on the expectation that the number of sows farrowing in the spring of 1940 may be less than was indicated on December 1, owing to the low price of hogs and the unfavorable corn-hog ratio. At that time the number farrowing was expected to be about the same as in the spring of 1939. Decrease in the crop will probably not be felt during the 1940 packer year, but will be reflected in marketings in the 1940-41 year.

The 1939 pig crop of 84.3 million head was 19 per cent larger than the 1938 crop and was the largest crop in the 16 years from 1924-1939.

More Cattle on Feed

Number of cattle on feed at the beginning of 1940 was the greatest in recent years. The increase in the Corn Belt states was 12 per cent over a year ago and in the Western states was 19 per cent over 1939. Increase in marketings of such cattle is expected to be most pronounced during the first half of the year.

Outlook for lambs also is good; the number on feed on January 1, 1940, was the second largest of record. Prospects for spring lambs are good. California weather was favorable for early lambing in December, although range and pastures were very dry. Early lambing in Southern Arizona has been completed under favorable conditions and reports

from Texas indicate that the early lamb crop will be larger than last year. Heavy rainfall over all of California in early January is expected to result in much better pasture in the spring of 1940 than in the spring of 1939, when pasture shortage caused a heavy early movement of spring lambs, the bureau points out.

STOCKMAN SHOW EDITION

Reproductions of magnificent photographs of Western cattle herds in unusual scenic settings, and scenes at the Denver stock yards, were featured in the 1940 stock show edition of the *Denver Record Stockman*. This was issued prior to the opening of the National Western Stock Show on January 13 and was the fifty-first annual edition of this livestock daily. It was the first to be issued under the direction of the new publisher, H. E. Green, who took up the reins held so long by the late Arthur C. Johnson.

Many phases of cattle production in the Western area, activities at the show and in the stock yards were described. An article by Thomas E. Wilson, chairman of the board, Wilson & Co., pointed out that "broader consumer demand is the greatest need of the live stock and meat industry today, and an expanded program of meat promotion would go a long way in fulfilling this need."

Col. Edward N. Wentworth, director of Armour's Live Stock Bureau, contributed another of the leading articles. He outlined the part sheep played in early American industry "when heroic men trailed huge flocks to new Western lands."

The edition contains 116 pages of illustrations and text and constitutes an annual album and reference book of the purebred and commercial livestock industry of the West.

DENVER SHOW SALES

Two and one-half million dollars was paid for livestock exhibited at the 1940 National Western Stock Show at Denver last week. Cattle shipments totaled 651 cars and went to 23 states. There were 512 carloads of feeders shipped to 13 states, with Iowa taking 153 carloads. Twenty carloads of fat cattle were shipped; 11 went to New York.

Denver packers bought individual steers, hogs and lambs as well as carlots. Jake Burkhardt of the K & B Packing Co. bought the grand champion steer at \$1 per pound for the account of Melnick Bros. market. The reserve champion also went to the K & B Packing Co. at 24c per pound for Miller Meat markets.

The grand champion carload sold to the Lindner Packing & Provision Co. at \$14.00 per cwt., with Al Klingstein approving the bid on the 15 fancy baby beefs. The 331 single steers averaged \$11.30 per cwt. and the carlots \$11.45 per cwt. Other prize and show stock was purchased by Armour and Company, Swift & Company, Cudahy Packing Co., Geo. A. Hormel & Co., Capitol Packing Co., Pepper Packing & Provision Co. and others. Safeway and Red & White stores were heavy buyers.

Cudahy Packing Co. bought the grand champion hog, a 180-lb. Berkshire-Poland China cross, paying \$1 per pound. The reserve champion, junior division, a Hampshire weighing 240 lbs., sold to Swift & Company at 46c per lb. Swift also bought the reserve champion 4-H Club barrow at 45c per lb. Armour and Company bought the FFA reserve champion, a 265-lb. barrow, at 22c per lb.

The grand champion carload went to Swift & Company at \$7.50 per cwt.; average weight was 221 lbs. Cudahy Packing Co. bought the reserve champion load at \$6.90 per cwt.; the hogs averaged 203 lbs. Armour, Swift, Cudahy, the K & B Packing Co. and the



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DUNHAM AND MURPHY

Hog Buyers

St. Louis National Stock Yards Illinois

Pepper Company bought freely in the carlot division.

The grand champion lamb of the show brought the highest price ever paid at Denver for a lamb. Swift & Company paid \$2.05 per lb. for the 85-lb. wether. Swift also bought the reserve champion at 20c per lb. A number of prize winning individuals and pens of lambs were bought for Safeway Stores, Red & White Stores and for hotel accounts. The grand champion carload of lambs, averaging 94 lbs., went to Swift at \$15.00 per cwt. Armour bought the third prize load, averaging 95 lbs., at \$10.50 per cwt.

In the sale of feeders, which is always an important feature of the Denver show, where the champion fat cattle of the following fall and winter are often purchased, the top load was priced at \$19.25 per cwt. Other loads sold from \$17.00 down. Sales of breeding stock and range bulls also netted good returns.

CORN BELT DIRECT TRADING

(Reported by U. S. Department of Agriculture, Agricultural Marketing Service.)

Des Moines, Ia., January 25, 1940.—At 16 concentration points and 10 packing plants in Iowa and Minnesota hog receipts for the four-day-period were 20 per cent less than a week ago and 15 per cent under a year ago. Thursday's strong market left prices steady to 25c higher than the close last week. The average was around 10c up.

Current prices, good to choice, 180-220-lb., \$5.20@5.35, mostly \$5.25 up at plants; 220-240-lb., \$5.00@5.35; 240-270-lb., \$4.85@5.15; 270-300-lb., \$4.70@5.00; 300-330-lb., \$4.55@4.85; 330-360-lb., \$4.50@4.75; 160-180-lb. light weights, \$4.75@5.30; sows 330-lb. down, \$4.25@4.55, generally \$4.30@4.45; 330-400-lb., \$4.00@4.40; 400-500-lb., \$3.90@4.30.

Receipts at Corn Belt markets for week ended January 25:

	This week.	Last week.
Friday, Jan. 19.....	27,700	32,800
Saturday, Jan. 20.....	61,500	72,300
Sunday, Jan. 21.....	62,200	76,700
Tuesday, Jan. 22.....	26,600	28,900
Wednesday, Jan. 24.....	30,200	41,300
Thursday, Jan. 25.....	24,400	35,500

RECEIPTS OF CHIEF CENTERS

Receipts for week ended January 20:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended Jan. 20.....	173,000	544,000	240,000
Previous week.....	188,000	616,000	245,000
1939.....	185,000	443,000	286,000
1938.....	219,000	542,000	318,000
1937.....	201,000	377,000	346,000
At 11 markets:	Cattle.	Hogs.	Sheep.
Week ended Jan. 20.....	118,000	414,000	169,000
Previous week.....	129,000	475,000	167,000
1939.....	122,000	324,000	187,000
1938.....	132,000	425,000	217,000
1937.....	120,000	253,000	225,000
1936.....	135,000	273,000	210,000
At 7 markets:	Cattle.	Hogs.	Sheep.
Week ended Jan. 20.....	118,000	414,000	169,000
Previous week.....	129,000	475,000	167,000
1939.....	122,000	324,000	187,000
1938.....	132,000	425,000	217,000
1937.....	120,000	253,000	225,000
1936.....	135,000	273,000	210,000

LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, January 25, 1940, as reported by the U. S. Department of Agriculture, Agricultural Marketing Service.

Hogs (soft & oily not quoted).

CHICAGO. NAT. STK. YDS. OMAHA. KANS. CITY. ST. PAUL.

BARROWS AND GILTS:

Good-choice:

120-140 lbs.	4.25@ 5.00	4.15@ 4.75	4.75@ 5.20	4.50@ 5.10
140-160 lbs.	4.75@ 5.50	4.65@ 5.25	4.75@ 5.20	4.75@ 5.50
160-180 lbs.	5.15@ 5.70	5.15@ 5.70	5.00@ 5.25	4.90@ 5.35
180-200 lbs.	5.45@ 5.70	5.60@ 5.70	5.15@ 5.30	5.20@ 5.50
200-220 lbs.	5.45@ 5.70	5.60@ 5.70	5.15@ 5.30	5.20@ 5.50
220-240 lbs.	5.30@ 5.65	5.40@ 5.70	5.15@ 5.25	5.15@ 5.40
240-270 lbs.	5.15@ 5.50	5.15@ 5.55	5.10@ 5.20	5.05@ 5.35
270-300 lbs.	5.05@ 5.35	5.00@ 5.30	5.00@ 5.15	4.90@ 5.15
300-330 lbs.	5.00@ 5.25	4.95@ 5.15	4.90@ 5.10	4.80@ 5.05
330-360 lbs.	4.85@ 5.10	4.85@ 5.05	4.80@ 5.00	4.70@ 4.90

Medium:

160-220 lbs.	5.00@ 5.45	4.65@ 5.50	4.60@ 5.15	4.75@ 5.25	5.00@ 5.35
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SOWS:

Good and choice:

270-300 lbs.	4.75@ 4.90	4.65@ 4.75	4.60@ 4.75	4.35@ 4.50	4.25@ 4.45
300-330 lbs.	4.70@ 4.85	4.60@ 4.75	4.60@ 4.75	4.35@ 4.50	4.25@ 4.40
330-360 lbs.	4.60@ 4.80	4.60@ 4.75	4.50@ 4.65	4.25@ 4.40	4.25@ 4.40

Good:

360-400 lbs.	4.50@ 4.70	4.45@ 4.65	4.50@ 4.65	4.20@ 4.35	4.25@ 4.40
400-450 lbs.	4.40@ 4.60	4.30@ 4.55	4.40@ 4.60	4.15@ 4.30	4.25@ 4.40
450-500 lbs.	4.25@ 4.50	4.15@ 4.45	4.35@ 4.50	4.10@ 4.25	4.25@ 4.40

Medium:

250-500 lbs.	3.75@ 4.40	3.90@ 4.45	4.15@ 4.40	4.00@ 4.40	4.10@ 4.30
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PIGS (Slaughter):

Medium and good, 90-120 lbs.	3.50@ 4.50	3.40@ 4.25	4.00@ 4.50
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Slaughter Cattle, Vealers and Calves:

STEERS, choice¹:

750-900 lbs.	11.25@12.00	10.75@11.50	10.50@11.75	10.50@11.50	9.75@11.00
900-1100 lbs.	11.25@12.00	10.50@11.25	10.50@11.75	10.25@11.50	9.50@11.00
1100-1300 lbs.	10.75@12.00	10.25@11.00	10.25@11.75	9.75@11.50	9.25@10.75
1300-1500 lbs.	10.50@11.75	10.00@10.75	9.75@11.50	9.50@11.00	9.00@10.25

STEERS, good:

750-900 lbs.	9.75@11.25	9.00@10.75	9.25@10.50	8.50@10.25	8.75@10.00
900-1100 lbs.	9.50@11.00	8.75@10.50	8.75@10.50	8.00@10.25	8.25@9.75
1100-1300 lbs.	9.25@10.50	8.25@10.25	8.25@10.50	7.75@9.75	8.00@9.50
1300-1500 lbs.	9.00@10.50	8.50@10.00	8.00@10.00	8.00@9.25	8.00@9.25

STEERS, medium:

750-1100 lbs.	8.25@9.50	7.75@9.00	7.50@9.00	7.00@8.25	7.25@8.75
1100-1300 lbs.	7.50@8.25	7.50@8.75	7.25@8.25	7.00@8.00	7.25@8.25

STEERS, common:

750-1100 lbs.	6.50@7.50	6.75@7.75	6.25@7.50	6.25@7.00	6.25@7.25
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STEERS, HEIFERS AND MIXED:

Choice, 500-750 lbs.	10.50@11.50	9.50@10.50	9.50@10.75	9.75@10.50	9.25@10.50
Good, 500-750 lbs.	9.50@10.50	8.25@9.50	8.50@9.50	8.00@9.75	8.50@9.75

HEIFERS:

Choice, 750-900 lbs.	10.00@11.25	9.50@10.50	9.25@10.50	9.50@10.35	9.25@10.00
Good, 750-900 lbs.	9.00@10.00	8.25@9.50	8.00@9.25	8.00@9.75	8.25@9.25
Medium, 500-900 lbs.	7.75@9.00	7.50@8.25	7.00@8.00	7.00@8.00	7.00@8.25
Common, 500-900 lbs.	6.50@7.75	6.40@7.50	6.00@7.00	6.00@7.00	6.00@7.25

COWS, all weights:

Good	6.25@6.75	6.25@7.25	6.25@7.00	6.25@7.00	6.00@6.75
Medium	5.75@6.25	5.25@6.25	5.50@6.25	5.35@6.25	5.50@6.00
Cutter and common	4.75@5.75	4.50@5.25	4.75@5.50	4.75@5.35	4.50@5.50
Canner (low cutter)	4.00@4.75	3.75@4.50	4.25@4.75	4.00@4.75	3.75@4.50

BULLS (Ylgs. Excl.), all weights:

Beef, good	6.50@7.00	6.75@7.00	6.65@7.25	6.75@7.00	6.75@7.00
Sausage, good	7.25@7.50	6.75@7.15	6.65@6.90	6.75@7.00	6.75@7.00
Sausage, medium	6.50@7.25	6.25@6.75	6.25@6.75	6.25@6.75	6.25@6.75
Sausage, cutter and common	6.00@6.50	5.75@6.25	5.75@6.25	5.25@5.75	5.25@6.25

VEALERS, all weights:

Good and choice	11.00@12.00	11.25@12.50	9.00@10.50	9.50@11.50	10.00@12.00
Common and medium	8.00@11.00	8.75@11.25	8.00@9.00	7.00@9.50	6.50@10.00
Cull	6.50@8.00	5.50@8.75	5.50@7.50	5.50@7.00	6.00@6.50

CALVES, 400 lbs. down:

Good and choice	8.00@9.00	7.50@9.50	7.50@9.00	7.75@9.50	8.50@10.50
Common and medium	6.50@8.00	6.00@7.50	6.00@7.50	6.00@7.75	6.00@8.50
Cull	5.25@6.50	5.00@6.00	5.00@6.00	5.00@6.00	5.00@6.00

Slaughter Lambs and Sheep:¹

LAMBS:

Choice (closely sorted)	9.45@9.50	9.65@9.75	.....	.....	.....
*Good and choice	9.10@9.45	9.00@9.50	9.10@9.25	9.00@9.25	9.00@9.25
*Medium and good	8.60@8.85	8.25@8.90	8.25@9.00	7.75@8.75	9.25@8.75
Common	6.50@8.50	5.75@8.00	6.25@8.25	6.50@7.50	6.50@8.00

YEARLING WETHERS (shorn):

Good and choice	7.40@8.60	.....	.....	.....	.....
Medium	6.75@7.65	.....	.....	.....	.....

EWES (shorn):

Good and choice	4.15@5.30	3.50@4.50	3.75@5.00	3.50@4.50	4.00@5.00
Common and medium	2.50@4.15	2.25@3.50	2.75@3.75	2.50@3.50	2.50@4.00

¹Quotations based on animals of current seasonal market weights and wool growth.

²Quotations on slaughter lambs of good and choice and of medium and good grades, as combined, represent lots averaging within the top half of the good and the top half of the medium grades, respectively.

CHICAGO PACKER PURCHASES

Purchases of livestock at Chicago by the principal packers for the first three days this week were 18,764 cattle, 3,531 calves, 50,648 hogs and 23,276 sheep.

PACIFIC COAST LIVESTOCK

Receipts for 5 days ended January 19:

	Cattle.	Calves.	Hogs.	Sheep.
Los Angeles.....	4,872	1,253	8,219	1,529
San Francisco.....	1,750	50	2,650	1,300
Portland.....	3,330	280	3,800	2,800

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, January 20, 1940, as reported to The National Provisioner:

CHICAGO.

Armour and Company, 7,673 hogs; Swift & Company, 9,391 hogs; Wilson & Co., 7,547 hogs; Western Packing Co., Inc., 2,503 hogs; Agar Packing Co., 7,045 hogs; shippers, 11,317 hogs; others, 33,481 hogs.

Total: 32,699 cattle; 2,209 calves; 78,905 hogs; 87,949 sheep.

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Company	3,294	661	3,477	6,856
Cudahy Pkg. Co.	1,902	381	1,569	5,744
Swift & Company	1,948	313	2,239	5,908
Wilson & Co.	1,587	312	1,776	4,713
Ind. Pkg. Co.	.....	.....	250	.....
Kornblum Pkg. Co.	961	.....	.....	.....
Others	3,192	80	2,606	906
Total	12,854	1,747	11,917	24,126

OMAHA.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Company	4,449	12,664	4,704	.....
Cudahy Pkg. Co.	3,480	8,410	6,434	.....
Swift & Company	3,400	6,986	4,698	.....
Wilson & Co.	1,423	4,438	2,735	.....

Cattle and calves: Eagle Pkg. Co., 18; Greater Omaha Pkg. Co., 110; Geo. Hoffmann, 28; Lewis Pkg. Co., 580; Nebraska Beef Co., 374; Omaha Pkg. Co., 182; John Roth, 124; South Omaha Pkg. Co., 198; Lincoln Pkg. Co., 150; Others, 11,308 hogs.

Total: 14,420 cattle and calves; 43,806 hogs; 18,571 sheep.

EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Company	2,712	1,014	9,941	2,166
Swift & Company	3,048	1,112	10,895	3,056
Hunter Pkg. Co.	1,470	211	5,320	913
Hell Pkg. Co.	.....	.....	2,637	.....
Krey Pkg. Co.	.....	.....	3,784	.....
Laclede Pkg. Co.	.....	.....	2,950	.....
Shippers	2,501	1,729	19,413	.....
Others	2,907	106	2,377	371
Total	12,638	4,172	58,976	6,506

Not including 1,601 cattle, 2,513 calves, 47,608 hogs, and 1,707 sheep bought direct.

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Company	2,373	151	8,756	12,528
Armour and Company	2,614	140	8,067	5,348
Others	1,386	82	949	705
Total	6,323	343	17,771	18,581

Not including 6,384 hogs bought direct.

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,252	68	12,631	5,313
Armour and Company	2,067	80	13,076	4,931
Swift & Company	1,940	39	7,810	5,203
Shippers	2,662	21	9,378	575
Others	216	3	69	3
Total	7,157	179	42,964	16,025

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Company	2,043	840	3,606	1,488
Wilson & Co.	1,642	840	3,340	1,842
Others	297	28	1,564	23
Total	3,982	1,723	8,512	3,353

Not including 15 cattle and 1,078 hogs bought direct.

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	870	499	2,796	5,050
Dold Pkg. Co.	840	33	510	.....
Wichita D. B. Co.	.....	.....	.....	.....
Dunn-Ostertag	14	.....	93	.....
Fred W. Dold	94	.....	484	.....
Sunflower Pkg. Co.	8	.....	.....	.....
Pioneer Cattle Co.	110	.....	.....	.....
Keefe Pkg. Co.	23	.....	.....	.....
Interstate Pkg. Co.	216	.....	100	.....
Total	1,675	532	4,283	6,050

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Company	811	111	2,479	6,709
Swift & Company	914	104	4,770	5,890
Cudahy Pkg. Co.	602	62	2,177	1,290
Others	1,061	158	1,854	6,942
Total	3,388	445	11,280	18,840

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Company	2,150	1,898	25,002	5,855
Riffin Pkg. Co.	500	914	4,770	5,890
Swift & Company	4,372	3,014	42,251	11,454
United Pkg. Co.	1,957	218	.....	.....
Cudahy Pkg. Co.	775	1,219	.....	.....
Others	1,643	704	.....	.....
Total	10,397	7,143	67,253	17,309

FORT WORTH.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Company	3,131	1,204	3,957	2,692
Swift & Company	2,109	983	1,923	2,508
Blue Bonnet Pkg. Co.	100	6	940	36
City Pkg. Co.	142	14	405	.....
Rosenthal Pkg. Co.	32	13	250	.....
Total	5,514	2,170	7,475	5,236

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co.	1,598	490	24,625	3,164
Armour and Company	800	163	2,636	.....
Hilgemeier Bros.	10	.....	1,427	.....
Stumpf Bros.	.....	.....	138	.....
Meier Pkg. Co.	68	4	202	.....
Stark & Wetzel	181	6	377	.....
Wabnitz and Deters	41	62	289	25
Maas-Hartmann Co.	29	16	.....	.....
Shippers	2,320	1,296	22,906	9,790
Others	714	153	380	408
Total	5,754	2,190	53,040	13,387

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Sons	.....	10	.....	183
E. Kahn's Sons Co.	575	259	7,935	327
Lohrey Packing Co.	4	.....	326	.....
H. H. Meyer Pkg. Co.	5	.....	3,721	.....
J. Schlachter's Son	140	184	.....	24
J. & F. Schroth P. Co.	16	.....	3,501	.....
J. F. Stegner Co.	447	291	.....	24
Shippers	202	49	3,380	.....
Others	1,542	688	1,016	285
Total	2,931	1,430	19,879	793

Not including 890 cattle, 31 calves, 2,168 hogs and 176 sheep bought direct.

RECAPITULATION.

	Week ended Jan. 20.	Prev. week.	Cor. week, 1939.
Chicago	32,699	38,787	33,812
Kansas City	12,854	12,756	12,401
Omaha*	14,420	16,008	17,128
East St. Louis	12,638	12,542	10,628
St. Joseph	6,323	5,419	4,667
St. Louis	7,157	10,011	8,595
Oklahoma City	3,982	5,672	4,011
Wichita	1,675	2,505	2,663
Denver	3,388	4,673	3,866
St. Paul	10,397	13,241	15,317
Milwaukee	2,810	3,850	4,147
Indianapolis	5,754	7,338	6,024
Cincinnati	2,931	3,428	3,428
St. Joseph	5,514	5,383	5,181
Total	122,512	133,987	131,858

HOGS.

	Week ended Jan. 20.	Prev. week.	Cor. week, 1939.
Chicago	78,905	106,621	80,520
Kansas City	11,817	15,702	9,196
Omaha*	43,806	51,960	37,506
East St. Louis	58,976	62,142	44,379
St. Joseph	17,771	25,520	14,413
St. Louis	42,964	36,710	38,550
Oklahoma City	8,512	6,728	6,668
Wichita	4,283	5,318	2,842
Denver	11,280	10,518	6,202
St. Paul	67,253	74,477	39,224
Milwaukee	10,692	13,559	9,522
Indianapolis	53,040	50,478	31,426
Cincinnati	19,879	16,765	15,901
St. Joseph	7,475	7,061	6,222
Total	495,843	488,557	341,571

SHEEP.

	Week ended Jan. 20.	Prev. week.	Cor. week, 1939.
Chicago	57,849	56,932	52,588
Kansas City	24,126	19,555	26,720
Omaha*	18,571	12,305	18,238
East St. Louis	6,508	9,977	9,994
St. Joseph	18,581	17,904	19,971
St. Louis	16,025	15,091	16,962
Oklahoma City	3,353	1,368	3,012
Wichita	6,050	8,027	4,971
Denver	18,340	13,613	10,015
St. Paul	17,309	17,089	17,173
Milwaukee	1,807	1,606	2,476
Indianapolis	13,387	10,557	14,260
Cincinnati	793	1,295	1,199
St. Joseph	5,236	5,805	8,045
Total	186,933	166,697	211,674

*Cattle and calves.

†Not including directs.

LIVESTOCK RAIL PICKUP

Arrangement under which railroads operating in Iowa, Wisconsin and Illinois pick up livestock at farms for transportation to Chicago at line-haul rates was attacked recently by Dubuque and Davenport meat packing companies in arguments before the Interstate Commerce Commission on the proposed report in No. 28216. The examiner had recommended that the commission find the schedules not unlawful.

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods.

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Jan. 15	8,715	421	29,647	9,106
Tues., Jan. 16	12,201	522	34,983	11,401
Wed., Jan. 17	8,507	568	27,078	3,412
Thurs., Jan. 18	3,848	762	23,722	7,287
Fri., Jan. 19	517	101	11,277	9,765
Sat., Jan. 20	160	.....	5,560	2,900
Total this week	33,888	2,382	136,237	42,961
Previous week	37,058	4,162	141,614	44,221
Year ago	35,142	5,628	124,380	61,541
Two years ago	45,629	7,084	150,964	72,961

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Jan. 15	1,781	1	2,107	1,418
Tues., Jan. 16	2,693	23	2,636	96
Wed., Jan. 17	2,910	.....	1,583	.....
Thurs., Jan. 18	532	7	2,975	966
Fri., Jan. 19	263	1	3,284	1,041
Sat., Jan. 20	.....	.....	500	500
Total this week	8,149	32	13,055	4,464
Previous week	10,290	225	13,800	8,734
Year ago	10,922	505	27,056	15,816
Two years ago	12,730	799	24,440	22,947

*Including 362 cattle, 212 calves, 53,776 hogs and 6,420 sheep direct to packers from other points.

†All receipts include directs.

JANUARY AND YEAR RECEIPTS.

Receipts thus far this month and year to date with comparisons:

	1940.	1939.	Gain.	Loss.
Cattle	106,340	100,548	5,801	.....
Calves	10,871	17,687	.....	6,816
Hogs	404,061	346,848	57,213	.....
Sheep	128,708	161,583	.....	32,875

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Calves.	Hogs.	Sheep.	Lamb.
Week ended Jan. 20	\$9.75	\$5.45	\$4.30	\$9.10	\$9.10
Previous week	9.65	5.30	4.30	9.06	9.06
1939	10.50	7.35	4.30	9.06	9.06
1938	8.35	7.85	3.95	8.25	8.25</

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 16 centers for the week ended January 20, 1940.

CATTLE	Week ended		Cor.
	Jan. 20.	Prev. week.	
Chicago ¹	25,283	25,821	23,616
Kansas City ²	14,801	14,728	14,750
Omaha ³	13,565	17,118	16,459
East St. Louis ⁴	10,137	9,678	9,153
St. Joseph	5,959	5,766	4,355
Sioux City	6,649	7,254	6,222
Wichita ⁵	2,248	3,384	3,530
Fort Worth	5,514	8,005	5,181
Philadelphia	1,728	1,953	2,173
Indianapolis	1,598	2,001	1,705
New York & Jersey City	8,985	9,552	9,389
Oklahoma City ⁶	5,690	4,988	5,474
Cincinnati	3,740	3,565	3,492
Denver	3,095	3,894	3,824
St. Paul	8,979	10,597	12,712
Milwaukee	2,719	3,761	3,639
Total	120,490	133,061	126,184

¹Cattle and calves.

HOGS	Week ended		Cor.
	Jan. 20.	Prev. week.	
Chicago ¹	145,496	150,979	103,188
Kansas City ²	51,297	58,977	39,495
Omaha	67,020	64,906	44,762
East St. Louis ⁴	86,459	79,134	58,770
St. Joseph	23,376	28,335	13,906
Sioux City	53,033	52,312	31,530
Wichita	6,726	7,061	6,222
Fort Worth	20,467	20,637	17,368
Philadelphia	26,464	27,877	13,601
Indianapolis	49,442	55,353	45,768
New York & Jersey City	9,590	7,912	7,460
Oklahoma City ⁶	17,101	15,033	16,636
Cincinnati	11,130	9,896	6,200
Denver	67,253	74,477	47,849
St. Paul	10,679	13,390	9,709
Milwaukee	653,010	674,953	462,902

¹Includes National Stock Yards, East St. Louis, Illinois, and St. Louis, Mo.

SHEEP	Week ended		Cor.
	Jan. 20.	Prev. week.	
Chicago ¹	33,354	29,946	33,391
Kansas City ²	24,126	19,555	26,720
Omaha	21,626	17,222	20,444
East St. Louis ⁴	6,506	9,715	8,772
St. Joseph	17,876	17,550	10,971
Sioux City	16,124	15,301	15,790
Wichita	5,050	5,029	5,012
Fort Worth	2,740	2,969	3,764
Philadelphia	4,613	2,304	5,014
Indianapolis	66,273	61,390	71,374
New York & Jersey City	3,353	1,968	3,012
Oklahoma City ⁶	1,014	1,496	2,376
Cincinnati	8,918	854	6,776
Denver	17,309	17,069	17,173
St. Paul	1,906	1,604	2,384
Milwaukee	214,498	207,296	254,959

¹Not including directs.

LIVESTOCK AT 67 MARKETS

December receipts, local kill, shipments, as reported by U. S. Agricultural Marketing Service:

CATTLE	Local		Ship-
	Receipts	slaughter.	
December, 1939	975,764	581,592	891,821
December, 1938	993,832	560,001	440,341
December 5-yr. av.	1,183,617	720,595	458,202
CALVES	Local		Ship-
	Receipts	slaughter.	
December, 1939	429,336	251,158	180,663
December, 1938	470,936	283,124	191,946
December 5-yr. av.	518,501	352,896	176,312
HOGS	Local		Ship-
	Receipts	slaughter.	
December, 1939	3,331,141	2,482,481	848,728
December, 1938	2,569,682	1,848,253	726,097
December 5-yr. av.	2,695,448	1,903,146	794,618
SHEEP	Local		Ship-
	Receipts	slaughter.	
December, 1939	1,513,043	847,704	671,097
December, 1938	1,551,716	890,208	673,098
December 5-yr. av.	1,617,154	965,615	659,451

SAVING HOG SNOUTS?

Does it pay to save hog snouts? Do you compare them with tank value? Read "PORK PACKING," The National Provisioner's latest revision of "The Packers' Encyclopedia."

The National Provisioner—January 27, 1940

MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Department of Agriculture, Agricultural Marketing Service.)

WESTERN DRESSED MEATS.

	NEW YORK.		PHILA.	BOSTON.
	Week ending	Jan. 20, 1940.		
STEERS, carcass	Week ending January 20, 1940.	10,160½	2,623	5,081
	Week previous.	10,152	2,688	2,896
	Same week year ago.	9,996	2,450	2,525
COWS, carcass	Week ending January 20, 1940.	1,146	916	2,343
	Week previous.	750	1,026	2,590
	Same week year ago.	1,798½	1,502	3,045
BULLS, carcass	Week ending January 20, 1940.	277¾	388	20
	Week previous.	243	577	20
	Same week year ago.	289	405	91
VEAL, carcass	Week ending January 20, 1940.	12,171	961	757
	Week previous.	8,371	1,208	802
	Same week year ago.	8,558½	1,007	578
LAMB, carcass	Week ending January 20, 1940.	46,652	13,941	10,827
	Week previous.	51,682	17,969	19,297
	Same week year ago.	36,105	13,445	12,977
MUTTON, carcass	Week ending January 20, 1940.	1,595	377	1,672
	Week previous.	1,097	241	1,149
	Same week year ago.	1,609	417	553
PORT CUTS, lbs.	Week ending January 20, 1940.	3,284,790	526,928	577,548
	Week previous.	3,288,192	470,620	576,688
	Same week year ago.	2,701,184	598,080	319,378
BEEF CUTS, lbs.	Week ending January 20, 1940.	330,637		
	Week previous.	408,602		
	Same week year ago.	574,432		

LOCAL SLAUGHTERS.

	NEW YORK.		PHILA.	BOSTON.
	Week ending	Jan. 20, 1940.		
CATTLE, head	Week ending January 20, 1940.	8,985	1,728	
	Week previous.	9,552	1,953	
	Same week year ago.	9,389	2,173	
CALVES, head	Week ending January 20, 1940.	12,715	2,112	
	Week previous.	13,623	2,187	
	Same week year ago.	13,272	1,986	
HOGS, head	Week ending January 20, 1940.	49,442	20,467	
	Week previous.	55,353	20,637	
	Same week year ago.	49,935	17,368	
SHEEP, head	Week ending January 20, 1940.	66,273	2,740	
	Week previous.	61,390	2,969	
	Same week year ago.	71,374	3,764	

Country dressed product at New York totaled 2,624 veal, 21 hogs and 168 lambs. Previous week 3,038 veal, 35 hogs and 257 lambs in addition to that shown above.

WEEKLY INSPECTED KILL

Number of animals processed in selected centers for the week ended January 19, with comparisons:

	Cattle.	Calves.	Hogs.	Sheep.
New York Area ¹	9,079	12,714	48,469	66,238
Phila. & Balt.	3,255	1,146	37,592	2,047
Ohio-Indiana Group ²	8,160	3,274	63,917	7,290
Chicago	26,695	3,446	145,496	51,928
St. Louis Area ³	11,514	5,223	86,459	9,013
Kansas City ⁴	11,894	3,694	51,297	23,621
Southwest Group ⁵	15,593	6,532	44,483	32,856
Omaha	13,953	927	67,020	23,136
Sioux City	6,961	272	53,033	17,498
St. Paul-Wisc. Group ⁶	17,135	17,569	143,267	21,994
Interior Iowa & So. Minn. ⁷	13,955	4,479	204,996	46,392
Total	137,864	58,576	943,939	302,042
Total prev. week	150,350	72,395	954,899	280,156
Total last year	133,731	68,920	703,022	318,211

¹Includes New York City, Newark, and Jersey City. ²Includes Cincinnati and Cleveland, Ohio, and Indianapolis, Ind. ³Includes National Stockyards and East St. Louis, Ill., and St. Louis, Mo. ⁴Includes So. St. Joseph, Wichita, Oklahoma City, and Ft. Worth. ⁵Includes St. Paul, Minn., Madison, and Milwaukee, Wisconsin. ⁶Includes Albert Lea and Austin, Minn., and Cedar Rapids, Des Moines, Ft. Dodge, Mason City, Marshalltown, Ottumwa, Storm Lake, and Waterloo, Iowa.

CANADIAN STORAGE STOCKS

Stocks of meat in Canada:

	Jan. 1, 1940.	Jan. 1, 1939.	5-yr. Jan. 1, av.
Beef	26,745,081	26,230,042	17,330,290
Veal	3,860,098	4,558,503	3,900,981
Pork	44,180,517	47,371,442	27,139,283
Mutton & lamb	6,167,681	6,514,493	5,292,796

*Preliminary figures.

CANADIAN LIVESTOCK PRICES

	STEERS.		Same week 1939.
	Week ended Jan. 19.	Last week.	
Toronto	\$ 7.90	\$ 8.00	\$ 7.75
Montreal	7.75	7.75	7.25
Winnipeg	7.25	7.25	6.75
Calgary	7.00	7.00	7.25
Edmonton	6.75	6.75	6.25
Prince Albert	6.50	6.50	6.00
Moose Jaw	6.50	6.50	5.50
Saskatoon	7.00	7.25	5.85
Regina	6.75	6.75	6.00
Vancouver	7.25	7.50	6.25
	VEAL CALVES.		Same week 1939.
	Week ended Jan. 19.	Last week.	
Toronto	\$18.00	\$18.50	\$11.00
Montreal	12.00	12.50	11.00
Winnipeg	10.50	10.50	9.00
Calgary	8.50	8.00	7.50
Edmonton	9.00	9.00	7.00
Prince Albert	7.00	7.50	6.50
Moose Jaw	8.00	8.00	6.50
Saskatoon	10.00	9.50	7.25
Regina	9.00	10.00	8.00
Vancouver	8.25	8.50	8.00
	BACON HOGS.		Same week 1939.
	Week ended Jan. 19.	Last week.	
Toronto	\$ 9.10	\$ 9.15	\$ 8.85
Montreal	9.40	9.50	9.00
Winnipeg	8.50	8.50	8.50
Calgary	8.35	8.45	7.90
Edmonton	8.40	8.40	7.75
Prince Albert	8.30	8.30	8.25
Moose Jaw	8.35	8.35	8.35
Saskatoon	8.45	8.30	8.25
Regina	8.35	8.35	8.35
Vancouver	8.50	8.20	8.00

¹Montreal and Winnipeg hogs sold on a "P. & W." basis; all others "off trucks."

GOOD LAMBS.

	Jan. 1, 1940.	Jan. 1, 1939.	5-yr. Jan. 1, av.
Toronto	\$10.75	\$10.75	\$ 9.00
Montreal	10.00	10.00	8.50
Winnipeg	9.25	9.25	8.00
Calgary	8.65	8.50	7.00
Edmonton	9.00	9.00	7.25
Prince Albert	8.00	7.75	6.75
Moose Jaw	8.00	8.00	7.00
Saskatoon	8.25	8.65	7.75
Regina	8.50	8.50	7.60
Vancouver	8.00	8.00	7.00

Audit Bureau Insures Full Value for Advertising Dollar

WHAT is the Audit Bureau of Circulations?

Of what interest is it to advertisers in and readers of THE NATIONAL PROVISIONER?

This Bureau, established in 1914 by publishers of newspapers, magazines, business papers and farm papers, advertising agencies and advertisers, and controlled by the latter, vouches for the accuracy of circulation claimed by the magazines and newspapers it serves.

The buyer of advertising space in a magazine or newspaper has but to turn to ABC reports to find:

How many subscribers the publication has;

How the subscriptions were obtained;

Where the subscribers are located.

This information is obtained by the Bureau through a careful check made by a large staff of auditors who visit the offices of member publications, go into their detailed records and, if necessary, even visit the subscribers.

The Bureau is a cooperative, non-

profit organization, conducted entirely in the interests of its members, and its sole business is to collect and verify information on circulation and disseminate that information in the form of standardized reports to its members. The Bureau has grown from an initial membership of about 400 newspapers, magazines and business papers so that it now embraces almost every important publication in the United States and Canada, as well as many leading advertisers and advertising agencies.

Comments on the Bureau and its activities have pointed out that "observers of North American advertising practice declare that perhaps the most outstanding single reason for the progress of advertising in America is the effective method which buyers and sellers of advertising have set up to measure circulation through the Audit Bureau of Circulations.

"It was through the establishment of the ABC that the rapidly developing institution of advertising won the full confidence of business. The enormous growth in advertising could not have

come, nor the generous advertising appropriations have been approved by responsible business men if it were not for the circulation measuring stick that the ABC provides."

The Bureau is headed by a managing director who operates under a board of directors consisting of 27 men chosen upon the basis of six from daily newspapers, two from magazines, two from business papers, two from farm papers, three from advertising agencies and twelve from among advertisers. From the start of the organization it was deemed essential to have the balance of power in the hands of advertisers, as it is advertisers the Bureau serves primarily.

On the board of directors sit many of the best-known and ablest men in the publishing and advertising world.

BIG YEAR FOR POST OFFICE

Postal revenues for the calendar year 1939 were \$25,000,000 in excess of the calendar year 1938, reaching a total of \$753,867,444, against revenues of \$728,831,639 for the previous year. Postmaster General James A. Farley has announced. Christmas business in the postal service during the recent holiday period was greater by a million dollars than any previous December.



ABC DIRECTORS AT A RECENT CHICAGO MEETING

Twenty of the 27 directors present at a recent meeting of the board of directors of the Audit Bureau of Circulations are shown here. Seated, left to right, are: Verne E. Joy, The Sentinel, Centralia, Ill.; E. Ross Gamble, Leo Burnett Co., Chicago; F. R. Davis, General Electric Co., Schenectady; Marco Morrow, Capper Farm Papers, Topeka, Kas.; P. L. Thomson, Western Electric Co., New York; Ralph Starr Butler, General Foods Corp., New York; O. C. Harn, ABC advisory counsel; Fred Bohlen, Successful Farming, Des Moines, and G. R. Schaeffer, Marshall Field & Co., Chicago.

Standing, left to right: James N. Shryock, ABC managing director; W. J. J. Butler, Globe and Mail, Toronto, Can.; J. Noel Macy, Westchester County Publishers, Inc., Yonkers, N. Y.; H. H. Rimmer, Canadian General Electric Co. Ltd., Toronto; Col. E. G. Smith, Times-Leader, Wilkes-Barre; Mason Britton, McGraw-Hill Publishing Co., Inc., New York; H. H. Kynett, Aitkin-Kynett Co., Philadelphia; Phillips Wyman, McCall Corp., New York; Paul I. Aldrich, The National Provisioner, Chicago; B. C. Duffy, Batten, Barton, Durstine & Osborn, New York; and E. R. Hatton, Detroit Free Press, Detroit.

Directors not present when photograph was taken are D. D. Richards, Sears Roebuck & Co., Chicago; John H. Platt, Kraft-Phenix Cheese Corp., Chicago; Stuart Peabody, The Borden Company, New York; Harry S. Webster, Sun & Telegram, San Bernardino, Cal.; F. W. Stone, Parents' Magazine, New York; William A. Hart, E. I. du Pont de Nemours & Co., Wilmington, Del.; Eben Griffiths, Socony-Vacuum Oil Co., New York; and two new directors, J. O. Carson, H. J. Heinz Co., Pittsburgh, and W. S. McLean, Fisher Body Division, General Motors Corp., Detroit.

NEW EQUIPMENT *and Supplies*

SMOKE GENERATOR

An automatic smoke generating unit which is said to cut sawdust bills as much as 70 per cent and to give complete control over smoking conditions, has been announced by the John E. Smith's Sons Co., Buffalo, N. Y. No gas or other fuel is required, the dampened sawdust being burned under forced draft to produce a dense smudge.

It is claimed that the smoke is cool and humid and, consequently, clings to and penetrates into the meat faster, thereby shortening the smoking period. It is also said that excessive meat shrinkage is prevented and that color and appearance of the smoked product are improved.

The unit consists of a hopper, an automatic conveyor, a burner and complete controls. It is installed outside of the smokehouse for convenient loading of the six to eight hours' supply of sawdust. The burner and hood can be installed in a central conventional type smokehouse, and the smoke piped to other houses as required, or it can be located outside the houses, as is the case when it is used in conjunction with an air-conditioned smoke room.

When installed to supply smoke to conventional type houses, an adjustable blower circulates the smoke from the burner hood to the several houses served. When used with air-conditioned smokehouses, ducts are connected to the fan inlet of the individual smoke rooms and the smoke is circulated by the air conditioning system. A filter cleans the smoke of soot, fly ash and a large per-

centage of creosote and greatly reduces the fire hazard.

When the burner has been lighted and adjusted properly its operation is fully automatic, it is said. It is extremely simple to control and operate. A circular describing this machine can be obtained without obligation from John E. Smith's Sons Co., 50 Broadway, Buffalo, N. Y.

AUTOMATIC UNIT HEATER

A built-in control to provide day and night temperature settings has been added to the Carrier Corporation's standard unit heater. Automatic heat control is afforded by a hydraulic action, bulb-type thermostat which has a 60-deg. adjustable range. It is reported that this adjustment setting assures comfort heating during the day and tempered heating at night for protection of plant materials and equipment.

The thermostat is built in at the factory and the wiring cost of a remote or wall thermostat is eliminated. Fuel and power consumption of unit heaters is materially reduced when automatic controls are installed. This fact, and the low installation cost of the unit, are expected to create large demand for the device.

A special setting for fan operation during hot weather is a feature of the unit. Two cords, one black and one red, are provided to make it easy to set the controls for day and night. The thermal bulb, the heart of the control, has been located so that it is not easily damaged.



MODERN BEEF CLOTHING

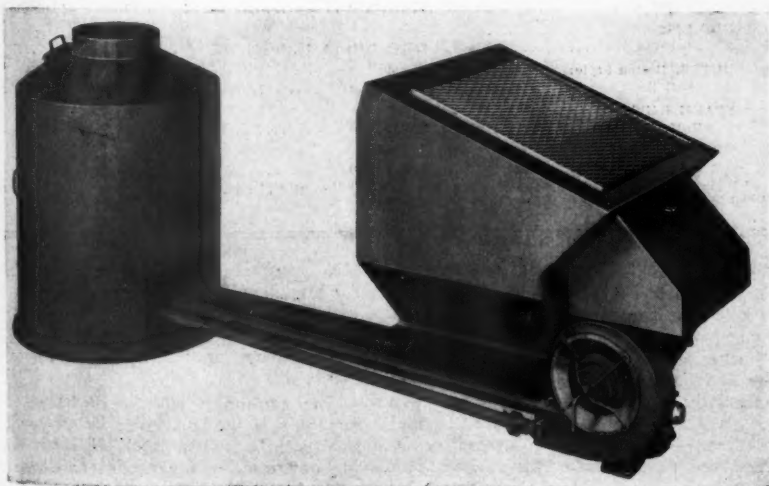
Executives of David Levi & Co., Inc., Chicago packers, believe in the value of clothing beef to impart greater and more lasting "bloom" to the carcass and enhance its appeal to the buyer. The company slaughters about 1,300 to 1,400 animals weekly, of which about 1,200 are clothed. Clothing is left on carcasses in chill rooms about 16 hours, then removed and laundered for re-use. Cloths are laundered three times weekly.

The company formerly found it necessary to replace beef clothing at very frequent intervals, due to tendency of the material to tear around edges to such an extent that it could no longer be used for clothing, but had to be cut in smaller pieces for hind shank.

Tests made a year or so ago by the company with "Tufedge" beef clothing indicated that these cloths would outlast, by a large margin, any others with which the company had had experience. The durability of this material is attributed by Levi operating men to the unique manner in which the edge of the cloth, through which pins are inserted in fastening it to carcass, is woven thicker and more closely than the rest.

The edge, they explain, is the part of the cloth that absorbs most of the punishment in stretching and fastening. They have also found that the weave and weight of the cloth permit efficient and prolonged use.

Despite the strong laundering methods used in cleansing the cloths, the Levi company reports that the Tufedge product provides extremely long service. The company is now using this type of clothing exclusively.



GENERATOR OPERATES AUTOMATICALLY

New smoke generating unit suitable for use with conventional type or air-conditioned smokehouses. Its use is said to reduce smoking time, prevent excessive meat shrink and reduce the fire hazard.

HIDES AND SKINS IMPORTS AND EXPORTS

Hides and skins imported into the United States during November, 1939, are reported by the U. S. Department of Commerce as follows:

IMPORTS.		
	Pieces.	Lbs.
Cattle hides, dry.....	84,041	1,613,280
wet.....	232,513	11,449,198
Kipskins, dry.....	37,201	317,180
wet.....	13,271	222,761
Calfskins, dry.....	30,961	113,139
wet.....	256,744	1,326,598
Sheep and lamb skins, dry and green & woolled....	609,794	1,608,022
pickled, shears, skivers..	2,708,009	6,659,982
Sheep and lamb slats, dry....	220,014	318,450
Buffalo hides, dry and wet....	10,901	108,540
Indian buffalo hides, dry and wet.....	6,340	98,225
EXPORTS.		
	Pieces.	Lbs.
Horse, colt and ass skins, dry.....	461,621	\$ 40,830
wet.....	1,940,446	144,220
Goat and kid skins, dry.....	3,034,059	1,144,529
wet.....	47,370	15,198
Kangaroo and wallaby.....	157,521	109,543
Deer and elk skins.....	122,252	95,781
Reptile skins.....	54,569	19,863
Shark skins.....	18,391	1,520
Other fish skins.....	17,554	245
Other hides and skins.....	138,544	156,728

	Pieces.	Lbs.	Value.
Cattle hides.....	41,065	2,405,348	\$321,211
Calf skins.....	7,094	61,090	22,080
Kipskins.....	3,000	87,749	10,710
Goat and sheep skins.....	161,460	56,511	56,511
Other hides and skins.....	207,150	25,252	25,252

RETAIL MEAT PRICES

Average of semi-monthly prices at New York and Chicago for all grades of pork and good grades of other meats in mostly cash and carry stores.

	NEW YORK		CHICAGO.	
	Dec. 31, 1939.	Dec. 31, 1938.	Dec. 31, 1939.	Dec. 31, 1938.
Beef:				
Porterhouse steak....	.43	.44	.45	.44
Sirloin steak.....	.36	.39	.40	.37
Round steak.....	.36	.37	.37	.34
Rib roast, 1st 6 cuts..	.29	.30	.32	.30
Chuck roast.....	.23	.24	.25	.23
Plate beef.....	.12	.16	.17	.15
Lamb:				
Legs.....	.26	.27	.28	.27
Loin chops.....	.37	.40	.42	.38
Rib chops.....	.32	.35	.36	.33
Stewing.....	.12	.13	.15	.16
Pork:				
Chops, center cuts....	.28	.31	.32	.28
Bacon, strips.....	.29	.34	.38	.32
Bacon, sliced.....	.30	.38	.41	.32
Hams, whole.....	.26	.29	.29	.27
Picnics, smoked.....	.19	.20	.21	.18
Lard.....	.13	.14	.16	.11
Veal:				
Outlets.....	.44	.42	.44	.39
Loin chops.....	.36	.37	.38	.35
Rib chops.....	.28	.31	.32	.28
Stewing (breast).....	.17	.17	.18	.16

Tips For Salesmen

(Continued from page 15.)

vantage of the advertising program by featuring sausage prominently. It is your job to persuade him if he does not plan to feature link sausage. It should be given a good position in the show case, and if cartons and similar items are available, a window featuring the product will help the dealer's and your sales.

It may be that some dealers may care to do some sampling of pork sausage. This should be especially effective if the weather is cold. Pork sausage, of course, is easy to prepare for sampling purposes, and the delicious taste of crisp, hot pork sausage links undoubtedly will

WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats quoted by the U. S. Department of Agriculture, Agricultural Marketing Service, at Chicago and Eastern markets on January 24, 1940:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef:				
STEER, Choice¹:				
400-500 lbs.	\$16.00@18.00			
500-600 lbs.	15.50@17.50		\$16.00@17.50	\$17.50@18.50
600-700 lbs.	15.00@17.00	\$15.00@16.50	16.00@17.50	17.00@18.00
700-800 lbs.	15.00@16.50	15.00@16.00	15.50@16.50	16.50@17.00
STEER, Good¹:				
400-500 lbs.	15.00@16.00			
500-600 lbs.	14.00@15.50		14.50@16.00	14.00@16.50
600-700 lbs.	14.00@15.00	14.00@15.00	14.50@15.50	14.00@16.50
700-800 lbs.	14.00@15.00	14.00@15.00	14.50@15.50	14.00@16.00
STEER, Commercial¹:				
400-600 lbs.	12.50@14.00		13.00@14.00	13.00@14.00
600-700 lbs.	12.50@14.00	13.00@14.00	12.50@13.50	13.00@14.00
STEER, Utility¹:				
400-600 lbs.	11.50@12.50	12.50@13.00	12.00@12.50	
COW (all weights):				
Commercial.....	12.00@13.00			
Utility.....	11.00@12.00	11.00@12.00	11.00@12.00	12.00@12.50
Cutter.....	9.75@11.00	10.50@11.00	10.00@11.00	11.00@12.00
Canner.....	9.25@ 9.75			
Fresh Veal and Calf:				
VEAL (all weights)²:				
Choice.....	18.00@19.00	18.00@19.00	18.00@20.00	19.00@20.00
Good.....	16.50@18.00	16.50@18.00	17.00@19.00	17.00@19.00
Medium.....	14.50@16.50	14.50@16.50	15.00@17.00	15.00@17.00
Common.....	12.50@14.50	13.50@14.50	13.00@15.00	13.00@15.00
CALF (all weights)²:				
Choice.....				
Good.....	15.00@16.00			
Medium.....	13.50@15.00			
Common.....	12.50@13.50			
Fresh Lamb and Mutton:				
LAMB, Choice:				
38 lbs. down.....	15.50@16.50	16.50@17.50	16.50@17.50	17.50@18.50
39-45 lbs.	15.00@16.00	15.50@16.50	16.00@17.00	17.00@18.00
46-55 lbs.	14.00@15.00	14.50@15.50	15.00@16.00	16.50@17.50
LAMB, Good:				
38 lbs. down.....	14.50@15.50	15.50@16.50	16.00@17.00	17.00@17.50
39-45 lbs.	14.00@15.00	14.50@15.50	15.00@16.00	16.50@17.50
46-55 lbs.	13.00@14.00	13.50@14.50	14.00@15.00	16.00@17.00
LAMB, Medium:				
All weights.....	13.00@14.00	13.50@14.50	13.50@15.00	15.50@16.50
LAMB, Common:				
All weights.....	12.00@13.00	12.50@13.50	12.50@13.50	
MUTTON (Ewe), 70 lbs. down:				
Good.....	7.00@ 8.00	8.50@ 9.50	8.00@ 9.00	8.00@ 9.00
Medium.....	6.00@ 7.00	7.50@ 8.50	7.00@ 8.00	7.00@ 8.00
Common.....	5.00@ 6.00	6.50@ 7.50	6.00@ 7.00	6.00@ 7.00
Fresh Pork Cuts:				
LOINS:				
8-10 lbs.	10.50@11.00	11.50@12.50	11.50@12.50	11.50@12.50
10-12 lbs.	10.50@11.00	11.50@12.50	11.50@12.50	11.50@12.50
12-16 lbs.	9.50@10.50	11.00@12.00	11.00@11.50	11.00@11.50
16-22 lbs.	9.50@10.50			10.50@11.00
SHOULDERS, Skinned, N. Y. Style:				
8-12 lbs.	8.50@ 9.50		10.00@11.00	10.00@11.00
PICNICS:				
6-8 lbs.	8.50@ 9.00	10.00@11.00		
BUTTS, Boston Style:				
4-8 lbs.	10.00@11.00		11.50@12.50	12.00@13.00
SPARE RIBS:				
Half Sheets.....	7.50@ 8.50			
TRIMMINGS:				
Regular.....	4.50@ 5.00			

¹ Includes heifer 300-450 lbs. and steer down to 300 lbs. at Chicago. ² "Skin on" at New York and Chicago. ³ Includes sides at Boston and Philadelphia.

prove very helpful as a sales stimulant.

As for urging the dealer to tell housewives how to prepare link sausage attractively, the best suggestion is that the recipes in the national advertising be distributed. Each of these has been carefully tested and those who have eaten the samples—a highly critical audience—have agreed unanimously that the dishes taste even better than they look.

The month beginning February 23 should be the greatest month in the history of link pork sausage sales. The individual salesman who takes advantage of the scores of thousands of dol-

lars being spent to prepare the market for him, should be able to show a greater return for his efforts in connection with pork sausage than he has ever shown before. The important point to remember is this:

The campaign will be of benefit to you only if you utilize it as an opportunity to benefit yourself. Therein lies the opportunity for profits and bigger sales for you.

Watch the Classified Advertisements page for bargains in equipment.

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS

Carcass Beef		Cor. week,	
Week ended		1939.	
Jan. 24, 1940.		per lb.	
Prime native steers—		19 1/4	20
400-600	17 1/2	18	19
600-800	17	18	19 1/4
800-1000	17	18	20
Good native steers—		17	18
400-600	16 1/2	17	18
600-800	16	17	18
800-1000	15	16	17
Medium steers—		15	15 1/2
400-600	14 1/2	15	15 1/2
600-800	14	15	15 1/2
800-1000	14	15	15 1/2
Heifers, good, 400-600	15 1/2	16	17
Cows, 400-600	11	12	13
Hind quarters, choice	19	21	24
Fore quarters, choice	12	13 1/2	16 1/2

Beef Cuts

Steer loins, prime.....	unquoted	40	
Steer loins, No. 1.....	31	33	
Steer loins, No. 2.....	25	28	
Steer short loins, prime.....	unquoted	33	
Steer short loins, No. 1.....	41	41	
Steer short loins, No. 2.....	31	34	
Steer loin ends (hips).....	23	28	
Steer loin ends No. 2.....	22	25	
Cow loins.....	14	18	
Cow short loins.....	20	22	
Cow loin ends (hips).....	17	18	
Steer ribs, prime.....	unquoted	30	
Steer ribs, No. 1.....	23	26	
Steer ribs, No. 2.....	17	20	
Cow ribs, No. 1.....	13	16	
Cow ribs, No. 2.....	12	15	
Steer rounds, prime.....	unquoted	18	
Steer rounds, No. 1.....	16	17	
Steer rounds, No. 2.....	15 1/2	16 1/2	
Steer chucks, prime.....	unquoted	13 1/2	
Steer chucks, No. 1.....	12 1/2	15	
Steer chucks, No. 2.....	11 1/2	14 1/2	
Cow rounds.....	13 1/2	14 1/2	
Cow chucks.....	11 1/2	12 1/2	
Steer plates.....	7 1/2	9	
Medium plates.....	7	8	
Briskets, No. 1.....	12	14	
Steer navel ends.....	5 1/2	6 1/2	
Cow navel ends.....	6	8 1/2	
Fore shanks.....	9	10	
Hind shanks.....	7 1/2	9	
Strip loins, No. 1 bulk.....	55	57	
Strip loins, No. 2.....	45	50	
Steer butts, No. 1.....	26	29	
Steer butts, No. 2.....	22	25	
Beef tenderloins, No. 1.....	65	65	
Beef tenderloins, No. 2.....	60	60	
Rump butts.....	15	15	
Flank steaks.....	21	20	
Shoulder clods.....	16	16 1/2	
Hanging tenderloins.....	17	17	
Insides, green, 6@8 lbs.....	18	17 1/2	
Knuckles, green, 5@6 lbs.....	16	16 1/2	

Beef Products

Brains.....	6	7
Hearts.....	0	10
Tongues.....	18	20
Sweetbreads.....	17	17
Ox-tail.....	10	12
Fresh tripe.....	10	10
Fresh tripe, H. O.....	11 1/2	11 1/2
Livers.....	20	20
Kidneys.....	9	10

Veal

Choice carcass.....	18	17	18
Good carcass.....	16	14	16
Good saddles.....	23	19	21
Good racks.....	14	13	15
Medium racks.....	11	10	12

Veal Products

Brains, each.....	10	10
Sweetbreads.....	30	30
Calf livers.....	38	50

Lamb

Choice lambs.....	16	18
Medium lambs.....	15	17
Good saddles.....	19	22
Medium saddles.....	18	21
Choice fores.....	13	14
Medium fores.....	12	13
Lamb fries.....	82	81
Lamb tongues.....	17	16
Lamb kidneys.....	15	20

Mutton

Heavy sheep.....	6	8
Light sheep.....	8	10
Heavy saddles.....	7	10
Light saddles.....	10	12
Heavy fores.....	6	8
Light fores.....	6	8
Mutton legs.....	10	13
Mutton loins.....	9	12
Mutton stew.....	6	8
Sheep tongues.....	13 1/2	12 1/2
Sheep heads, each.....	11	10

Fresh Pork and Pork Products

Pork loins, 8-10 lbs. av.....	11	15
Picnics.....	9	12
Skinned shoulders.....	9	12 1/2
Tenderloins.....	22	30
Spare ribs.....	7 1/2	12
Back fat.....	5 1/2	8
Boston butts.....	10	15
Boneless butts, collar trim, 2@4.....	14	18 1/2
Hocks.....	6	10
Tails.....	5	9
Neck bones.....	2	4
Slip bones.....	9	11
Blade bones.....	2	4
Pigs' feet.....	2	4
Kidneys, per lb.....	6	10
Livers.....	8	10
Brains.....	7	9
Ears.....	4	8 1/2
Snouts.....	4	6
Heads.....	5 1/2	6
Chitterlings.....	6	6 1/2

DRY SALT MEATS

Clear bellies, 16@18 lbs.....	5 1/2	6 1/2
Clear bellies, 16@20 lbs.....	5	6
Rib bellies, 25@30 lbs.....	6	6 1/2
Fat backs, 10@12 lbs.....	4	4 1/2
Fat backs, 14@16 lbs.....	5	5 1/2
Regular plates.....	5 1/2	6
Jowl butts.....	8 1/2	9

WHOLESALE SMOKED MEATS

Fancy regular hams, 14@16 lbs., parchment paper.....	17	17 1/2
Fancy skinned hams, 14@16 lbs., parchment paper.....	18 1/2	19 1/2
Standard reg. hams, 14@16 lbs., plain.....	16	16 1/2
Picnics, 4@8 lbs., short shank, plain.....	13	14
Picnics, 4@8 lbs., long shank, plain.....	11 1/2	12 1/2
Fancy bacon, 6@8 lbs., plain.....	17 1/2	18
Standard bacon, 6@8 lbs., plain.....	15	15 1/2
No. 1 beef sets, smoked.....	35	36
Insides, 8@12 lbs.....	34	35
Outsides, 8@9 lbs.....	33	34
Knuckles, 5@9 lbs.....	28 1/2	29 1/2
Cooked hams, choice, skin on, fattened.....	31 1/2	32 1/2
Cooked hams, choice, skinned, fattened.....	24	25
Cooked picnics, skin on, fattened.....	24	25
Cooked picnics, skinned, fattened.....	24	25

BARRELED PORK AND BEEF

Clear fat back pork:		
70-80 pieces.....	8	12.00
80-100 pieces.....		11.00
100-125 pieces.....		10.50
Clear plate pork, 25-35 pieces.....		12.00
Bean pork.....		12.00
Brisket pork.....		17.00
Plate beef.....		17.50
Extra plate beef.....		17.50

VINEGAR PICKLED PRODUCTS

Pork feet, 200-lb. bbl.....	15.75
Lamb tongue, short cut, 200-lb. bbl.....	65.00
Regular tripe, 200-lb. bbl.....	17.25
Honeycomb tripe, 200-lb. bbl.....	22.25
Pocket honeycomb tripe, 200-lb. bbl.....	26.00

SAUSAGE MATERIALS

(Packed basis.)

Regular pork trimmings.....	4 1/2	4 1/2
Special lean pork trimmings 85%.....	10 1/2	11
Extra lean pork trimmings 95%.....	12	12 1/2
Pork cheek meat (trimmed).....	8	8
Pork hearts.....	4	4
Pork livers.....	4	4
Native boneless bull meat (heavy).....	13 1/2	14
Boneless chucks.....	11 1/2	11 1/2
Shank meat.....	11 1/2	11 1/2
Beef trimmings.....	9	9
Beef cheeks (trimmed).....	8	8
Dressed canners, 350 lbs. and up.....	9 1/2	9 1/2
Dressed canner cows, 400 lbs. and up.....	9 1/2	9 1/2
Dr. bologna butts, 600 lbs. and up.....	10 1/2	10 1/2
Pork tongues, canner trim, S. P.....	9 1/2	9 1/2

DRY SAUSAGE

Cervelat, choice, in hog bungs.....	35
Thuringer cervelat.....	19 1/2
Holsteiner.....	27
B. C. salami, choice.....	31
Milano, salami, choice in hog bungs.....	30
B. C. salami, new condition.....	18
Frisses, choice, in hog middles.....	30
Genoa style salami, choice.....	37
Pepperoni.....	37
Mortadella, new condition.....	19
Capicola.....	38
Italian style hams.....	30
Virginia hams.....	39 1/2

DOMESTIC SAUSAGE

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. carton.....	20 1/2
Country style sausage, fresh in link.....	15 1/2
Country style sausage, fresh in bulk.....	13 1/2
Country style sausage, smoked.....	20
Frankfurters, in sheep casings.....	22 1/2
Frankfurters, in hog casings.....	20 1/2
Bologna in beef bungs, choice.....	16
Bologna in beef middles, choice.....	16 1/2
Liver sausage in beef rounds.....	14
Liver sausage in hog bungs.....	16
Smoked liver sausage in hog bungs.....	21 1/2
Head cheese.....	14 1/2
New England luncheon specialty.....	20
Mixed luncheon specialty, choice.....	18
Tongue & blood.....	19 1/2
Blood sausage.....	17
Souse.....	16
Polish sausage.....	20 1/2

LARD

Prime steam, cash, Bd. Trade.....	6.10m
Prime steam, loose, Bd. Trade.....	5.80m
Refined lard, tierces, f.o.b. Chgo.....	7.25
Kettle rend., tierces, f.o.b. Chgo.....	8.25
Leaf, kettle rend., tierces, f.o.b. Chgo.....	8.25
Neutral, tierces, f.o.b. Chgo.....	8.00
Shortening, tierces, c.a.f.....	10.00

OLEO OIL AND STEARINE

Extra oleo oil (in tierces).....	7 1/2
Prime No. 2 oleo oil.....	6 1/2
Prime oleo stearine.....	6 1/2

TALLOWES AND GREASES

(Loose, basis Chicago.)

Edible tallow, 1% acid.....	5 1/2	5 1/2
Fancy tallow, under 2% acid.....	5 1/2	5 1/2
Prime packers tallow, 3-4% acid.....	5 1/2	5 1/2
Special tallow.....	5 1/2	5 1/2
No. 1 tallow, 10% f.f.a.....	5 1/2	5 1/2
Choice white grease, all hog.....	5 1/2	5 1/2
A-White grease, 4% acid.....	5 1/2	5 1/2
B-White grease, maximum 5% acid.....	5 1/2	5 1/2
Yellow grease, 16-20 f.f.a.....	5	5
Brown grease, 25 f.f.a.....	4 1/2	4 1/2

ANIMAL OILS

	Per lb.
Prime edible lard oil.....	10 1/2
Prime burning oil.....	9 1/2
Prime lard oil—inedible.....	9
Extra W. S. lard oil.....	8 1/2
Extra lard oil.....	8 1/2
Extra No. 1 lard oil.....	8 1/2
Spec. No. 1 lard oil.....	8 1/2
No. 1 lard oil.....	8 1/2
No. 2 lard oil.....	8
Acidless tallow oil.....	8
20° C. T. neatfoot oil.....	18 1/2
Pure neatfoot oil.....	13 1/2
Prime neatfoot oil.....	8 1/2
Extra neatfoot oil.....	8 1/2
No. 1 neatfoot oil.....	8 1/2

VEGETABLE OILS

Crude cottonseed oil, in tanks, f.o.b.	
Valley points, prompt.....	6
White deodorized, in bbls., f.o.b. Chgo.....	8 1/2
Yellow, deodorized.....	8 1/2
Soap stock, 50% f.f.a., f.o.b. consuming points.....	1 1/2
Soybean oil, f.o.b. mills.....	5 1/2
Corn oil, in tanks, f.o.b. mills.....	6 1/2
Coconut oil, sellers' tanks, f.o.b. coast.....	3
Refined coconut, bbls., f.o.b. Chicago.....	9 1/2

OLEOMARGARINE

F. O. B. Chicago.

White domestic vegetable.....	15
White animal fat.....	12
Water churned pastry.....	12
Milk churned pastry.....	13
White "nut" type.....	8 1/2

(Continued on p. 48)

PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

Chicago Markets

(Continued from page 47.)

CURING MATERIALS

	Cwt.
Nitrite of soda (Chgo. w'hae stock).	
In 425-lb. bbls. delivered.....	\$ 8.75
Salt peter, less than ton lots:	
Dbl. refined granulated.....	7.50
Small crystals.....	8.50
Medium crystals.....	8.75
Large crystals.....	9.50
Dbl. rid. gran. nitrate of soda.....	2.90
Salt, per ton, in minimum car of 80,000 lbs.	
only, f.o.b. Chicago, per ton:	
Granulated.....	7.20
Medium, dried.....	10.20
Rock.....	6.80
Sugar—	
Raw, 96 basis, f.o.b. New Orleans....	@2.90
Second sugar, 90 basis.....	None
Standard gran., f.o.b. refiners (2%)..	@4.50
Packers' curing sugar, 100 lb. bags,	
f.o.b. Reserve, La., less 2%.....	@4.10
Packers' curing sugar, 250 lb. bags,	
f.o.b. Reserve, La., less 2%.....	@4.10
Dextrose, in car lots, per cwt. (in cotton	
bags).....	@3.64
In paper bags.....	@3.59

SAUSAGE CASINGS

(F. O. B. Chicago.)

(Prices quoted to manufacturers of sausage.)

Beef casings:	
Domestic rounds, 180 pack.....	@.16
Domestic rounds, 140 pack.....	@.33
Export rounds, wide.....	@.44
Export rounds, medium.....	@.24
Export rounds, narrow.....	@.39
No. 1 weasands.....	@.06
No. 2 weasands.....	@.03
No. 1 bungs.....	@.11
No. 2 bungs.....	@.08
Middles, regular.....	@.55
Middles, select, wide, 2@2 1/2 in.	@.60
Middles, select, extra wide, 2 1/2 in.	
and over.....	@.85
Dried bladders:	
12-15 in. wide, flat.....	.85
10-12 in. wide, flat.....	.70
8-10 in. wide, flat.....	.35
6-8 in. wide, flat.....	.25
Pork casings:	
Narrow, per 100 yds.....	2.25
Narrow, special, per 100 yds.....	2.20
Medium, regular.....	1.65
English, medium.....	1.50
Wide, per 100 yds.....	1.30
Extra wide, per 100 yds.....	.90
Export bungs.....	.19
Large prime bungs.....	.14
Medium prime bungs.....	.07
Small prime bungs.....	.03 1/2
Middles, per set.....	.14
Stomachs.....	.09

SPICES

(Basis Chicago, original bbls., bags or bales.)

	Whole.	Ground.
	Per lb.	Per lb.
Allspice, prime.....	18	20
Realized.....	18 1/2	20 1/2
Chili pepper.....	23	23
Powder.....	22	23
Cloves, Amboy.....	20	25
Zanzibar.....	20	25
Madagascar.....	20	25
Ginger, Jamaica.....	16	20 1/2
African.....	11	15
Mace, Fancy Banda.....	68	76
East India.....	60	68
East & West India Blend.....	62	62
Mustard flour, fancy.....	25	25
No. 1.....	19	19
Nutmeg, fancy Banda.....	24	29 1/2
East India.....	22	29 1/2
East & West India Blend.....	23	23
Paprika, Spanish.....	42	42
Fancy Hungarian.....	39	39
No. 1 Hungarian.....	37	37
Pepper, Cayenne.....	50	50
Red No. 1.....	21	21
Black Malabar.....	10 1/2	14 1/2
Black Lampung.....	6 1/2	7 1/2
Pepper, white Singapore.....	9 1/2	12 1/2
Muntok.....	9 1/2	12
Packers.....	12	12

SEEDS AND HERBS

	Whole.	Ground.
		for Sausage.
Caraway seed.....	16	21
Celery seed, French.....	21	25
Cominos seed.....	17 1/2	22 1/2
Coriander Morocco bleached.....	7	..
Coriander Morocco natural No. 1....	6 1/2	8 1/2
Mustard seed fancy yellow.....	21	..
American.....	16	..
Marjoram, French.....	35	39
Oregano.....	13 1/2	17 1/2
Sage fancy Dalmatian.....	14	18
Dalmatian No. 1.....	13	17

NEW YORK MARKET PRICES

LIVE CATTLE

Steers, medium.....	\$ nominal
Cows, medium.....	6.00@ 6.25
Cows, cutter and common.....	5.25@ 5.75
Cows, canner.....	4.25@ 5.00
Bulls, good.....	7.00@ 7.50
Bulls, medium.....	6.25@ 6.75

LIVE CALVES

Vealers, good and choice.....	\$11.00@14.50
Calves, medium and good.....	@ 7.75
Calves, common to medium.....	6.50@ 7.25

LIVE HOGS

Hogs, good and choice, 190-lb.....	\$5.85
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LIVE LAMBS

Lambs and sheep.....	nominal
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DRESSED BEEF

City Dressed.	
Choice, native, heavy.....	17 1/2 @ 18 1/2
Choice, native, light.....	17 1/2 @ 18 1/2
Native, common to fair.....	16 @ 17
Western Dressed Beef.	
Native steers, 600@800 lbs.....	18 @ 19
Native choice yearlings, 440@600 lbs.....	17 @ 18
Good to choice heifers.....	16 @ 17
Good to choice cows.....	14 @ 15
Common to fair cows.....	13 @ 14
Fresh bologna bulls.....	13 @ 14

BEEF CUTS

	Western.	City.
No. 1 ribs.....	23 @ 24	21 @ 23
No. 2 ribs.....	20 @ 21	20 @ 21
No. 3 ribs.....	19 @ 20	19 @ 20
No. 1 loins.....	32 @ 36	30 @ 35
No. 2 loins.....	26 @ 32	26 @ 32
No. 3 loins.....	20 @ 24	25 @ 29
No. 1 hinds and ribs.....	20 @ 21	21 @ 24
No. 2 hinds and ribs.....	18 @ 19	19 @ 21
No. 1 rounds.....	@ 17	@ 17
No. 2 rounds.....	@ 16	@ 16
No. 1 chucks.....	@ 15	@ 15
No. 2 chucks.....	@ 14	@ 14
No. 3 chucks.....	@ 13	@ 13
City dressed bolognas.....	13 1/2 @ 14 1/2	
Rolls, reg. 4@6 lbs. av.....	18 @ 20	
Rolls, reg. 6@8 lbs. av.....	23 @ 25	
Tenderloins, 4@6 lbs. av.....	50 @ 60	
Tenderloins, 5@6 lbs. av.....	50 @ 60	
Shoulder clods.....	16 @ 18	

DRESSED VEAL

Good.....	18 1/2 @ 20
Medium.....	17 1/2 @ 18 1/2
Common.....	16 1/2 @ 17 1/2

DRESSED SHEEP AND LAMBS

Genuine spring lambs, good.....	17 @ 18
Genuine spring lambs, good to medium.....	16 @ 17
Genuine spring lambs, medium.....	15 @ 16
Sheep, good.....	9 @ 11
Sheep, medium.....	7 @ 9

DRESSED HOGS

Hogs, good and choice (110-140 lbs.)	
head on; leaf fat in.....	\$ 9.00@ 9.50
Pigs, small lots (60-110 lbs.)	
head on; leaf fat in.....	10.00@11.00

FRESH PORK CUTS

Pork loins, fresh, Western, 10@12 lbs.....	11 1/2 @ 12
Shoulders, Western, 10@12 lbs. av.....	@ 11
Butts, regular, Western.....	12 @ 12 1/2
Hams, Western, fresh, 10@12 lbs. av.....	@ 18
Picnics, Western, fresh, 6@8 lbs. av.....	@ 11
Pork trimmings, extra lean.....	13 1/2 @ 14 1/2
Pork trimmings, regular, 50% lean.....	7 @ 7 1/2
Spareribs.....	9 @ 10

COOKED HAMS

Cooked hams, choice, skin on, fattened.....	@35c
Cooked hams, choice, skinless, fattened.....	@35c

SMOKED MEATS

Regular hams, 8@10 lbs. av.....	20 @ 21
Regular hams, 10@12 lbs. av.....	19 1/2 @ 20 1/2
Regular hams, 12@14 lbs. av.....	18 1/2 @ 19 1/2
Skinned hams, 10@12 lbs. av.....	20 @ 21
Skinned hams, 12@14 lbs. av.....	19 1/2 @ 20 1/2
Skinned hams, 16@18 lbs. av.....	19 @ 19 1/2
Skinned hams, 18@20 lbs. av.....	19 @ 20
Picnics, 4@6 lbs. av.....	14 1/2 @ 15
Picnics, 6@8 lbs. av.....	14 @ 14 1/2
City pickled bellies, 8@12 lbs. av.....	@ 17
Bacon, boneless, Western.....	18 @ 19
Bacon, boneless, city.....	@ 18
Rollettes, 8@10 lbs. av.....	19 @ 20
Beef tongue, light.....	22 @ 23
Beef tongue, heavy.....	23 @ 24

FANCY MEATS

Fresh steer tongues, untrimmed.....	16c a pound
Fresh steer tongues, l. c. trimmed.....	28c a pound
Sweetbreads, beef.....	30c a pound
Sweetbreads, veal.....	70c a pair
Beef kidneys.....	12c a pound
Mutton kidneys.....	4c each
Livers, beef.....	29c a pound
Oxtails.....	16c a pound
Beef hanging tenders.....	30c a pound
Lamb fries.....	12c a pair

BUTCHERS' FAT

Shop Fat.....	\$2.00 per cwt.
Break Fat.....	2.50 per cwt.
Edible Suet.....	3.50 per cwt.
Inedible Suet.....	3.00 per cwt.

GREEN CALFSKINS

	5-9 3/4-12 1/2	12 1/2-14	14-18	18 up
Prime No. 1 veals.....	24	2.95	3.30	3.35
Prime No. 2 veals.....	22	2.65	3.00	3.05
Buttermilk No. 1.....	19	2.45	2.80	2.85
Buttermilk No. 2.....	18	2.30	2.65	2.70
Branded gruby.....	12	1.25	1.60	1.65
Number 3.....	12	1.25	1.60	1.65

BONES AND HOOF

	Per ton
Round shins, heavy.....	\$70.00
Round shins, light.....	55.00
Flat shins, heavy.....	50.00
Flat shins, light.....	45.00
Hoofs, white.....	55.00
Hoofs, black and white striped.....	20.00

PRODUCE MARKETS

BUTTER.

	Chicago.	New York.
Creamery (92 score).....	@ 31 1/2	32 1/2 @ 32 1/2
Creamery (90-91 score).....	31 @ 31 1/2	31 1/2 @ 31 1/2
Creamery firsts (88-89).....	29 1/2 @ 30 1/2	30 @ 30 1/2

EGGS.

Extra firsts.....	25 @ 25 1/2	25 @ 24 1/2
Firsts, fresh.....	24 1/2 @ 25	25 @ 25 1/2
Standards.....	24 1/2 @ 25	25 @ 25 1/2

LIVE POULTRY.

Fowls.....	8 @ 15 1/2	14 @ 20
Springs.....	14 @ 17	12 @ 15
Broilers.....	14 @ 16 1/2	11 @ 18
Capons.....	14 @ 17	@ 23
Old roosters.....	@ 9 1/2	@ 12
Ducks.....	7 @ 13	13 @ 14
Geese.....	11 1/2 @ 13	19 @ 23
Turkeys.....	10 @ 15 1/2	18 @ 23

DRESSED POULTRY.

Chickens, 17-25, frozen.....	23 1/2 @ 24 1/2	23 1/2 @ 24 1/2
25-47, frozen.....	18 1/2 @ 20 1/2	19 @ 21
48-up, frozen.....	19 1/2 @ 20 1/2	20 @ 21
Fowls, 31-47, fresh.....	15 @ 16 1/2	16 @ 17 1/2
48-59, fresh.....	15 @ 16 1/2	19 @ 19 1/2
60 and up, fresh.....	19 @ 19 1/2	19 @ 20
Turkeys, fresh hens.....	@ 20	21 @ 22
Turkeys, fresh toms.....	@ 18 1/2	20 @ 20 1/2
Ducks, fresh.....	@ 15	@ 15
Geese, fresh.....	14 @ 15	@ 15

BUTTER AT FIVE MARKETS

	13.	15.	16.	17.	18.	19.
Chicago.....	30 1/2	30 1/2	30 1/2	30 1/2	30 1/2	30 1/2
N. York.....	31 1/2	31 1/2	31 1/2	31 1/2	32	32
Boston.....	31 1/2	31 1/2	31 1/2	31 1/2	32	32
Phila.....	31 1/2	31 1/2	31 1/2	31 1/2	32 1/2	32 1/2
San Fran.....	32 1/2	32 1/2	32 1/2	32 1/2	33	33
Wholesale—Fresh centralized carlots—90 score at Chicago:						
House.....	29 1/2	30	30	30 1/2	30 1/2	31
Track.....	30	30 1/2	30 1/2	30 1/2	31	31
Receipts of butter by cities (lb.—gross wt.):						
	This week.	Last week.	—Since January 1—	1939.	1938.	
Chgo.....	2,241,751	2,442,870	9,501,204	11,430,091		
N. York.....	3,593,566	3,687,167	12,097,106	13,105,007		
Boston.....	904,160	1,173,850	3,786,185	3,719,972		
Phila.....	1,353,906	1,203,225	4,187,774	3,601,069		
Total.....	8,093,383	8,507,112	29,572,272	31,856,139		
Cold storage movement (lb.—net wt.):						
	In	Out	On hand	Same day		
	Jan. 18.	Jan. 19.	Jan. 19.	last year.		
Chicago.....	98,432	619,866	14,490,827	55,447,295		
N. York.....	30,968	164,068	5,830,386	40,147,590		
Boston.....	9,450	7,451	401,046	2,812,012		
Phila.....	9,060	17,448	396,234	507,730		
Total.....	147,910	808,833	24,124,502	98,915,627		

CANNED MEATS — "PANTRY PALs"



We are in a position to fill orders promptly for
Polish Style Canned Hams

STAHL-MEYER, INC., New York City, N. Y.

FERRIS HICKORY SMOKED HAM and BACON



Main Office and Packing Plant
Austin, Minnesota



Selected Sausage Casings
MAY CASING COMPANY

619 West 24th Place, Chicago, Ill.

Reprints of Articles on
**Efficiency in the Meat Plant, Operating Costs
and Accounting Methods, Published in
THE NATIONAL PROVISIONER**
may solve the problems that are vexing you.
Write today for lists and prices.



Liberty Bell Brand
Hams—Bacon—Sausages—Lard—Scrapple
F. G. VOGT & SONS, INC.—PHILADELPHIA, PA.

Wilmington Provision Company
TOWER BRAND MEATS
**Slaughterers of Cattle, Hogs,
Lambs and Calves**
U. S. GOVERNMENT INSPECTION
WILMINGTON DELAWARE

Right — SIZE
— QUALITY
— PRICE

**SAUSAGE
CASINGS**

EARLY & MOOR INC.

BOSTON, MASS.

"The Skins You Love to Stuff"

A COMPLETE VOLUME

of 26 issues of THE NATIONAL PROVISIONER can be
easily filed for reference to items of trade information or
trade statistics by putting them in our



New Multiple Binder

Simple as filing letters in an
ordinary file. Looks like a
regular bound book. Cloth
board cover and name
stamped in gold. Sold at
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plus 20c postage. Send us
your order today.

No key, nothing to unscrew.
Slip in place and they stay
there until you want them.

THE NATIONAL PROVISIONER 467 South Dearborn St. Chicago, Ill.

FRANK R. JACKLE

Broker

Offerings Wanted of:

Tankage, Blood, Bones, Cracklings, Hoofs

405 Lexington Ave.

New York City

THE CUDAHY PACKING CO.

PRODUCERS, IMPORTERS AND EXPORTERS OF

Sausage Casings

221 NORTH LA SALLE STREET

CHICAGO, U. S. A.

Classified

ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 43 words, including signature or box number. No display. Remittance must be sent with order.

Position Wanted

Plant Superintendent

All-around packinghouse superintendent with broad experience and at present employed, is interested in opportunity in central or far west. Excellent references. Address W-774, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

To Your Advantage

If you are looking for a position in the Meat Packing Industry then it is to your advantage to use this space. Advertisements in this space are offered at a special rate available only to those looking for a job. Inquire of THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

Plant Manager

Can take full charge of all plant operations; handle sales and office detail and show profitable returns in small or medium sized plant. Central, Eastern, or Southern location. Industrious, capable, trustworthy. Good record; good references; write for particulars. W-784, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

Purchasing Agent

Young man who has had several years experience in purchasing for medium size plant desires connection as purchasing agent or assistant. Familiar with all plant operations. Excellent references. W-785, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

Office Manager

Head accountant and office manager of eastern packing plant desires similar position in South or Southwest. Expert in costs, credits and taxes. More than fifteen years accounting experience, including chain-store accounting. Young man, age 34. Can furnish best of references. W-786, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

Wanted—A Future!

Would like connection in sales department. Will go anywhere. Am 31 years old and have family. Good education and 7 years successful car route selling experience. Have studied modern merchandising. Now employed. W-787, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

Tell The Industry

Superintendent, Foreman, Sausagemaker—if you can handle these and other jobs and are temporarily out of work, tell the industry—let it know through this space that you are available. Write THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

Wide Experience

Fifteen years experience in large plant as Assistant Superintendent, Personnel Manager, Supervisor of Plant Safety, etc. Desire change with progressive concern. Good references. W-788, THE NATIONAL PROVISIONER.

Sausage Foreman

Position wanted by experienced, reliable sausage-maker who has been all around in the way of sausage processing for over 20 years. 12 years as foreman. Produce high grade and standard sausage of any kind, loaves, specialties, baked and boiled hams, slow or fast cure. Sober, steady worker able to run any plant and supervise help. Would consider some investment. W-789, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

Men Wanted

Oleomargarine Plant Manager

Manager, experienced to take complete charge of laboratory, milk room and manufacturing facilities of oleomargarine plant. Know maintenance. Handle men. Technical training preferred. Give full particulars of experience, training and references in reply. W-755, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

Locate The Man

Your advertisement in this space, although costing only three dollars, may locate the man you want for that special job. You may need a plant superintendent, a sausage-maker or working foreman—perhaps you need salesmen or representatives—in any case results can be had quickly. Write THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

Increased Income

Salesmen calling on packing plants can add to their income substantially by selling RESISTALL acid and brine resisting paint which is of interest to every packing plant. Write Sales Manager, Reliable Brands Co., 2681 Euclid Heights Blvd., Cleveland Heights, Ohio.

Find Him Here

Are you looking for a capable man to fill that position you now have open? Your advertising message here will contact men in all parts of the country—men who can offer you years of specialized service and experience—men who are just the type you are looking for and need. Let us help you look for that one man you need. Address THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

Equipment for Sale

Used Machinery

250 lb. Self Emptying Silent Cutter

250 lb. Standard Silent Cutter

175 lb. Standard Silent Cutter and motor

Bacon Skinner

Thoroughly reconditioned, guaranteed like new. FS-775, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

Equipment for Sale

SPECIALS

- 1—35-gal. Kneading & Meat Mixing Machine.
 - 1—Brecht 1000-lb. Meat Mixer.
 - 1—Brecht Enterprise No. 150 Grinder.
 - 1—Brecht 18" Filter Press.
 - 2—Brecht 200-lb. Stuffers, without tubes.
 - 1—Hand Operated Fat Outter.
 - 2—Ice Breakers or Crushers.
 - 5—8'x10' Revolving Degreasing Percolators.
 - 1000 Feet Drag or Scraper Conveyor.
 - 10—Vertical Fertilizer or Tankage Dryers.
 - Dopp, Aluminum, Monel Metal, Copper Kettles.
 - 1—No. 5 Jay Bee Model T Hammer Mill.
 - Boilers, Generator Sets, Power Plant Equip.
- Send for "Consolidated News" listing our large stock. Send us your inquiries—we desire to serve you. We buy and sell from a single item to a complete plant. What have you for sale?

CONSOLIDATED PRODUCTS CO., INC.
14-19 Park Row, New York City

For Quick Results

Is a piece of extra machinery or equipment taking up valuable space in your plant? If so, an advertisement placed in this space will bring you results quickly and economically. For information write THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

The Bunn Tying Machine

is used very generally by packers for tying sausage boxes, bacon squares, picnics, butts, etc. Ties 20-30 packages per minute. Saves twine. Write for our 10-day free trial offer. B. H. Bunn Co., 7609 Vincennes Ave., Chicago, Ill.

Business Opportunities

An Opportunity

Take advantage of the opportunity presented by this space and tell the ones who would be interested in what you have to offer. You may want a partner in your business or you may want to dispose of your plant. Your advertisement here will bring results. Write THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

Equipment Wanted

Rendering Machinery

Wanted for user, Hydraulic Curb Press and Pump; Rotary Dryer; Kettles; 2-Filter Presses; Evaporator; Cooker; Lard Cooling Roll. What have you to offer. W-718, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Shop Here

An advertisement placed in this space will bring you that piece of equipment or machinery you are in need of—as soon as you need it. For details, write THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

BICZYJA

(Pronounced BE-CHI-YA)

— AND —
PRONOUNCED

The finest Polish-Style Ham on the market today, by hundreds of satisfied Tobin customers!



THE TOBIN PACKING CO., INC.

FORT DODGE, IOWA



Philadelphia Scrapple a Specialty

John J. Felin & Co., Inc.

4142-60 Germantown Ave., Philadelphia, Pa.

New York Branch: 407-09 West 13th St.

HAMS • BACON • LARD • DELICATESSEN

HUNTER PACKING COMPANY

East St. Louis, Illinois

STRAIGHT AND MIXED CARS OF BEEF AND PROVISIONS

NEW YORK
OFFICE

106 Gansevoort St.



Representatives:
William G. Joyce
Boston, Mass.

F. C. Rogers Co.
Philadelphia, Pa.

THE E. KAHN'S SONS CO.

CINCINNATI, O.

"AMERICAN BEAUTY"
HAMS AND BACON

Straight and Mixed Cars of Beef,
Veal, Lamb and Provisions

Represented by

NEW YORK PHILADELPHIA WASHINGTON BOSTON
H. L. Woodruff Earl McAdams Clayton P. Lee P. G. Gray Co.
437 W. 13th St. 38 N. Delaware Av. 1108 P. St. S. W. 148 State St.

HONEY BRAND

Hams - Bacon
Dried Beef



HYGRADE'S

Original West
Virginia Cured Ham
Ready to Serve

HYGRADE'S

Frankfurters in
Natural Casings

HYGRADE'S

Beef - Veal
Lamb - Pork

CONSULT US BEFORE
YOU BUY OR
SELL

Domestic and Foreign
Connections
Invited!

HYGRADE FOOD PRODUCTS CORP.

30 Church Street, New York, N. Y.

★ ESSKAY ★ QUALITY

BEEF • BACON • SAUSAGE • LAMB
VEAL • SHORTENING • PORK • HAM
• VEGETABLE OIL.

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458-11th ST., S. W.

BALTIMORE, MD.

RICHMOND, VA.
22 NORTH 17th ST.

NEW YORK, N. Y.
408 WEST 14th STREET

PHILADELPHIA, PA.
713 CALLOW HILL ST.

ROANOKE, VA.
317 E. Campbell Ave.

Rath's

from the Land O' Corn

BLACK HAWK HAMS AND BACON
PORK - BEEF - VEAL - LAMB

Straight and Mixed Cars of Packing House Products
THE RATH PACKING CO. WATERLOO, IOWA



HAM BOILING EQUIPMENT

for modern packers!

Nirosta
Ham Boiler

Adelmann Ham Boilers are manufactured in four foreign countries, as well as the United States, and exported to many more. This world-wide acceptance is not mere coincidence, but rather the consequence of proven, satisfactory results.

Free booklet "The Modern Method" lists 12 styles and over 100 sizes of Ham Boilers, as well as Foot Press, Washer, and other equipment. Get your copy today!

HAM BOILER CORP.

Office and Factory—Port Chester, N. Y.
CHICAGO OFFICE:
332 S. MICHIGAN AVE.

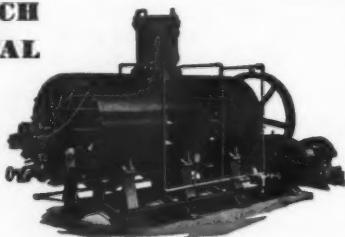
European Representatives: R. W. Bollans & Co., 6 Stanley St., Liverpool & 12 Bow Lane, London—Australian and New Zealand Representatives: Gollin & Co., Pty. Ltd., Offices in Principal Cities—Canadian Representative: C. A. Pemberton & Co., Ltd. 189 Church St., Toronto

FOOT PRESS



THE FRENCH HORIZONTAL COOKER

For all rendering requirements



Jacketed castings of alloy semi-steel; long-lived; efficient; well-agitated. Write for our circular.

THE FRENCH OIL MILL MACHINERY CO.
Piqua, Ohio

• March 24th, EASTER SUNDAY

• With Easter less than seven weeks away, it's time you
• were figuring your Easter Ham needs... order your CAHN
• Stockinettes now and avoid last minute confusion.

fred c. cahn
222 W. ADAMS ST., CHICAGO, ILLINOIS
Selling Agent: THE ADLER COMPANY, CINCINNATI

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While every precaution is taken to insure accuracy, we cannot be held responsible for any errors.



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The firms listed here are in partnership with you. The products and equipment they manufacture and the services they render are designed to help you do your work more efficiently, more economically and to help you make better products which you can merchandise more profitably. Their advertisements offer opportunities to you which you should not overlook.

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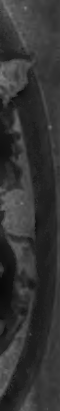
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